

First Why, Then How:

Sustaining Social Media Success With Thoughtful Strategic Plans & Integrated Tactics

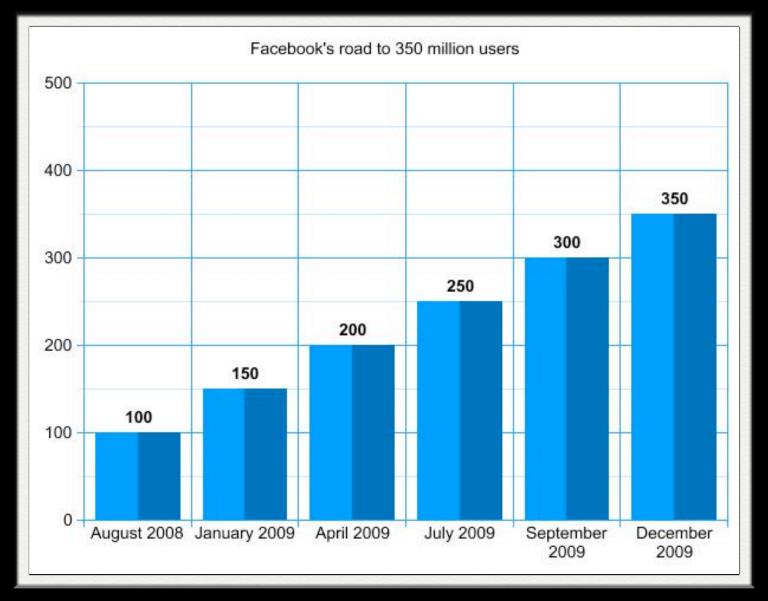


Arizona Office of Tourism

03.10.10



I Will Tell You The Truth



Today's Truth





Contents

Why Social Media? Developing a Social Media Strategy in 8 Steps

dreak>

Integrating Social Media

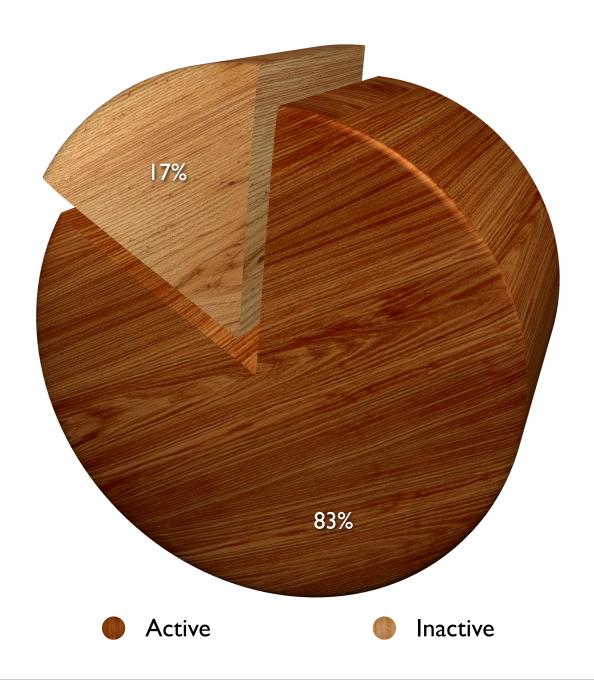
- Social + Email
- Social + Advertising
- Social + Events

5 Ways to Use Social Media

- PR & Influencer Outreach
- Campaigns, Apps, & Mobile
- Inbound Marketing & Thought Leadership
- Brand Communities
- Social CRM and Humanization



Social Media is Pervasive





The World According to Social Media







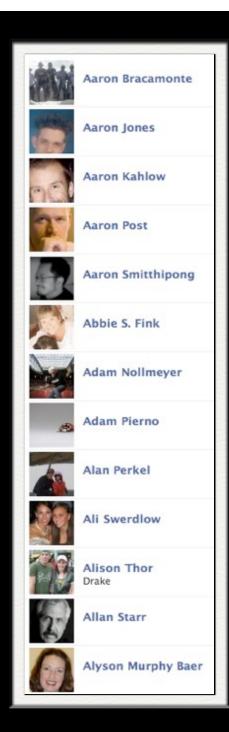


2 Million Tweets

Per Hour







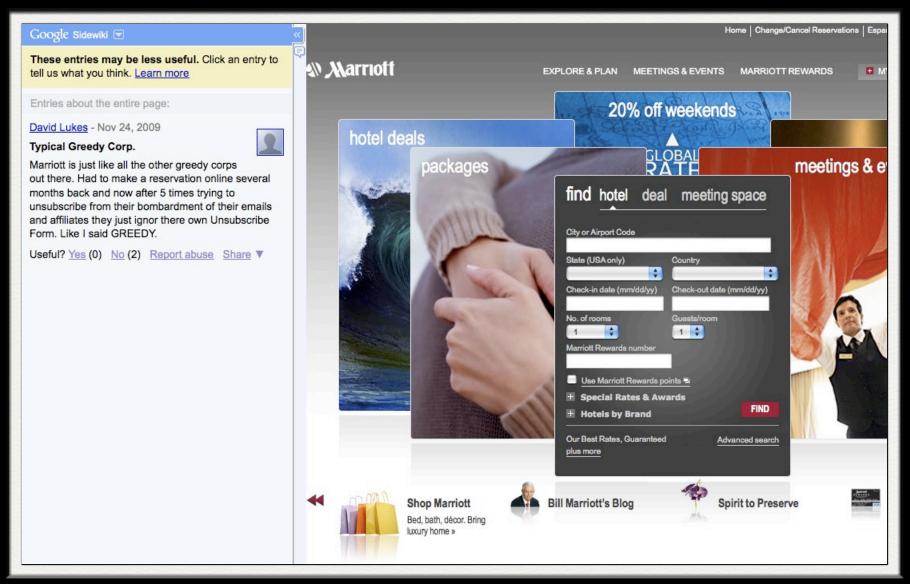
In Their Personal Relationships, Weakened by Time Pressure

"My relationships are no longer dictated by geography or circumstance."

-- Amber Naslund



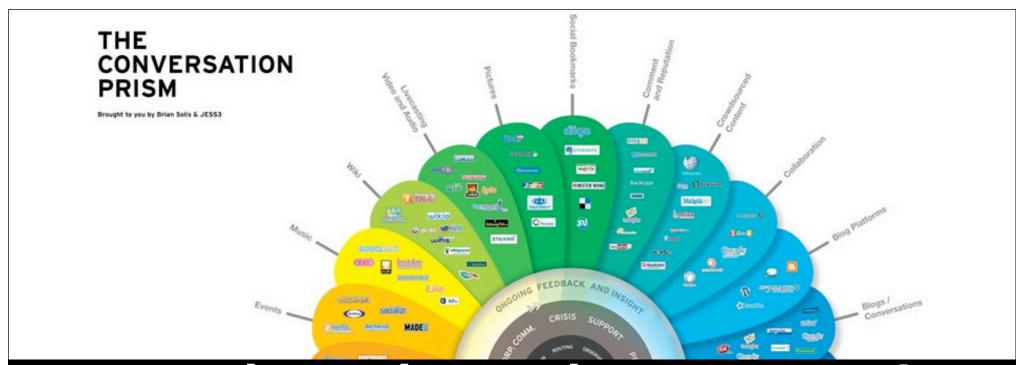
And in Relationships with Brands



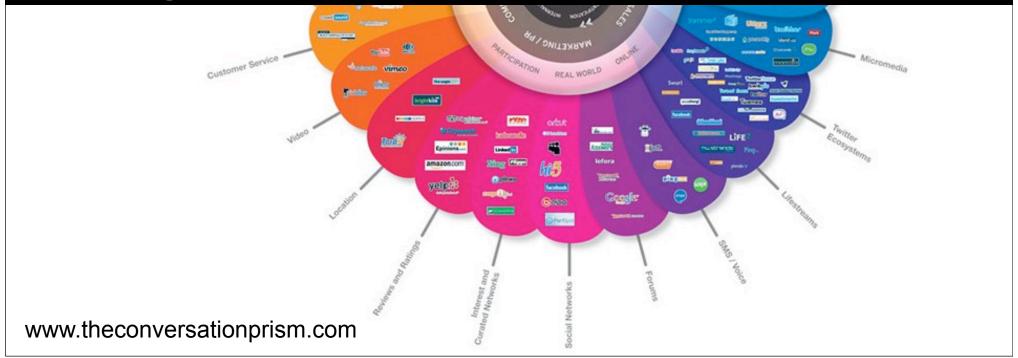




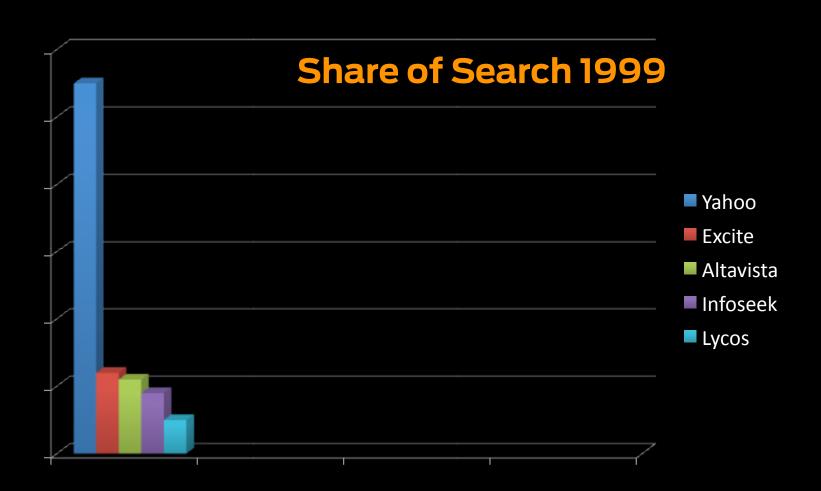




Worry About the Tools Last, Not First



Tools Change. Always.

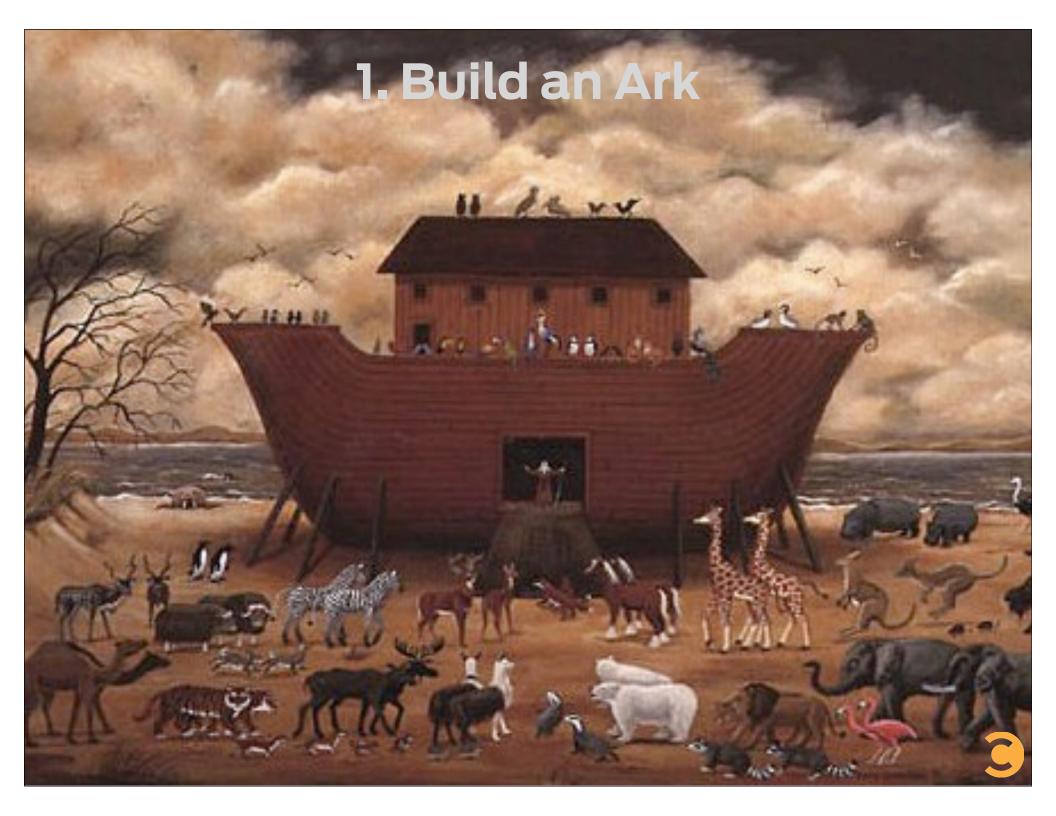




7 Step Process

Build Your Team Listen What's the Point? **Analyze Audience Find Your One Thing Select Outposts Pick Metrics**





Get on Board







Do Not Use Force

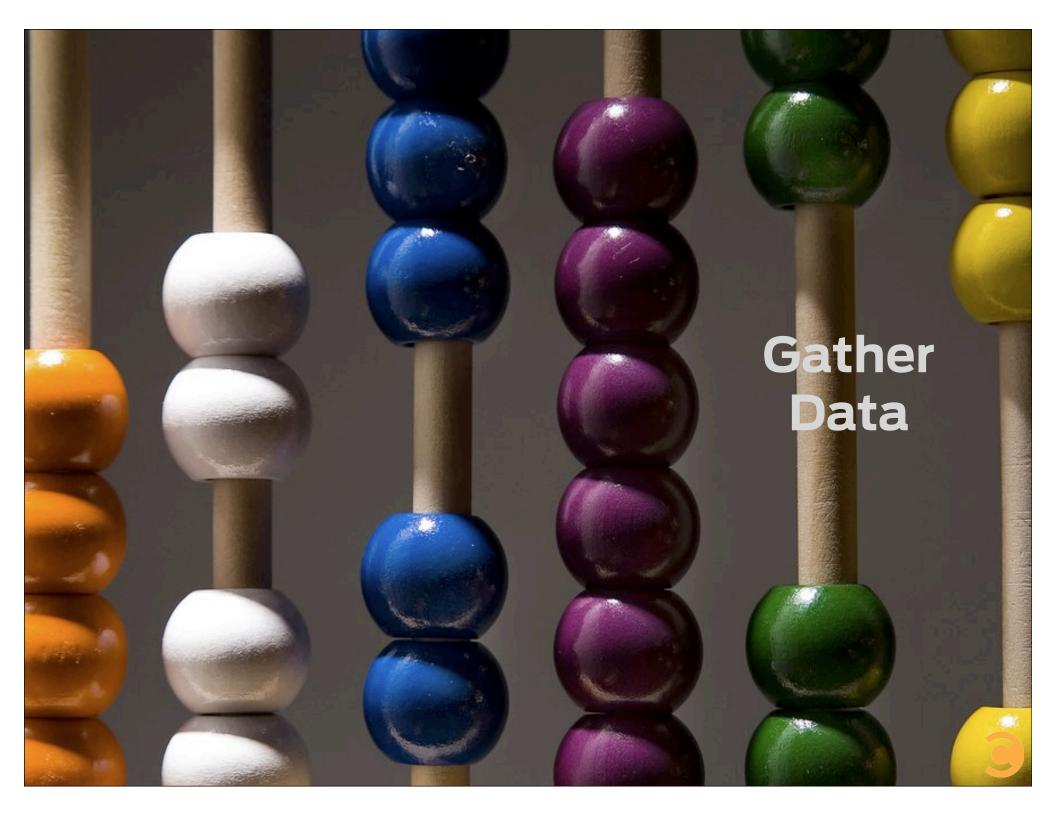
Passion Trumps Position





Set Timelines





Data to Seek

Customer Characteristics

Current Social Metrics (if any)

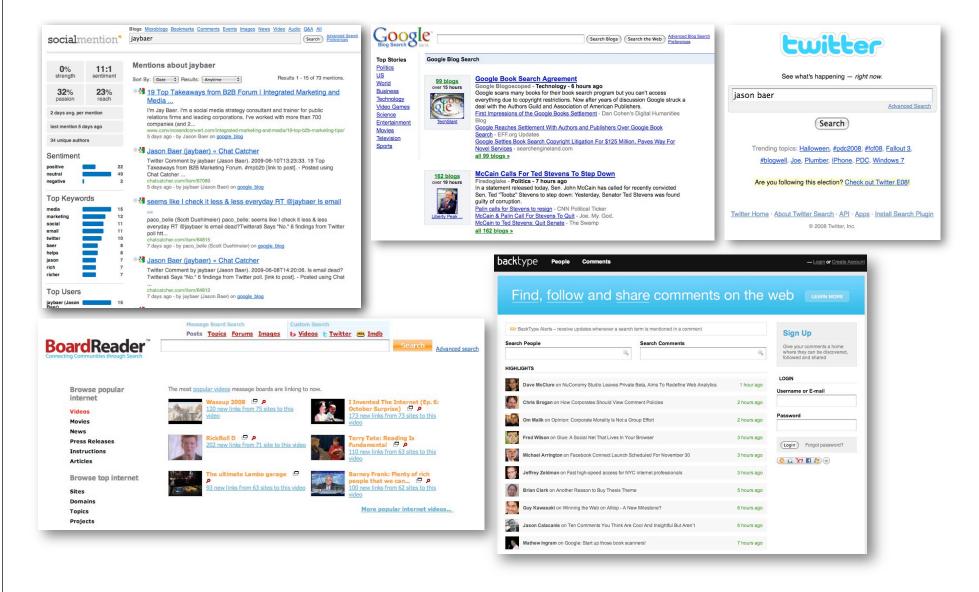
Web Metrics

Business Metrics





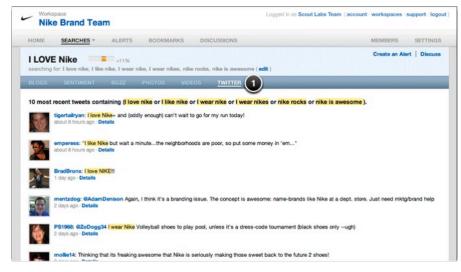
Free Listening

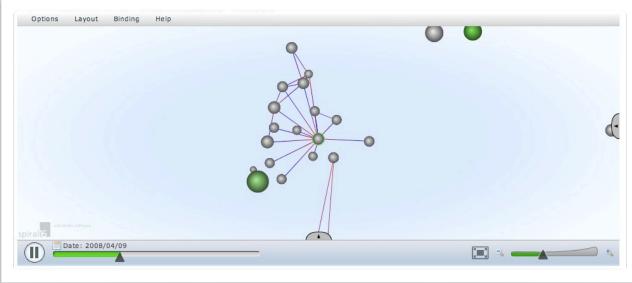




Advanced Listening









Listening Queries

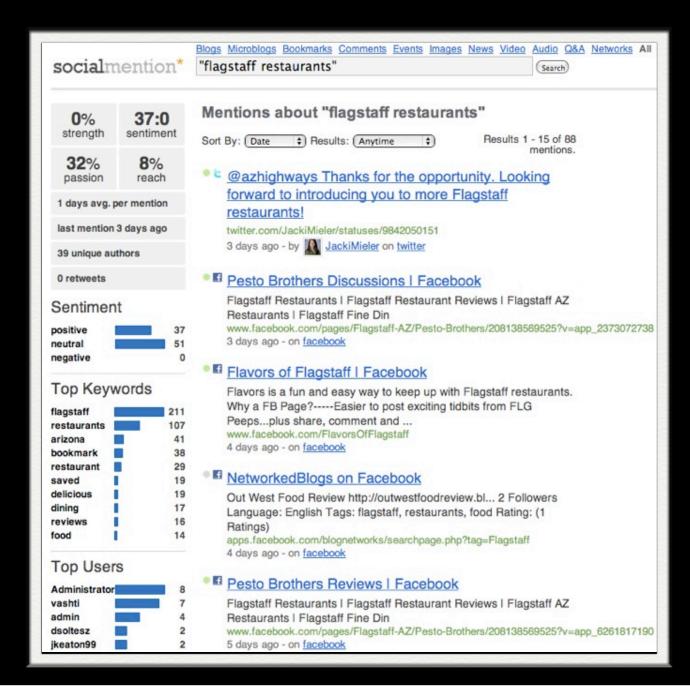
What's Being Said About Us?
What's Being Said About Competitors?
What's Our Sentiment & Share of Voice?

Who's Saying It?

Where Are They Saying It?

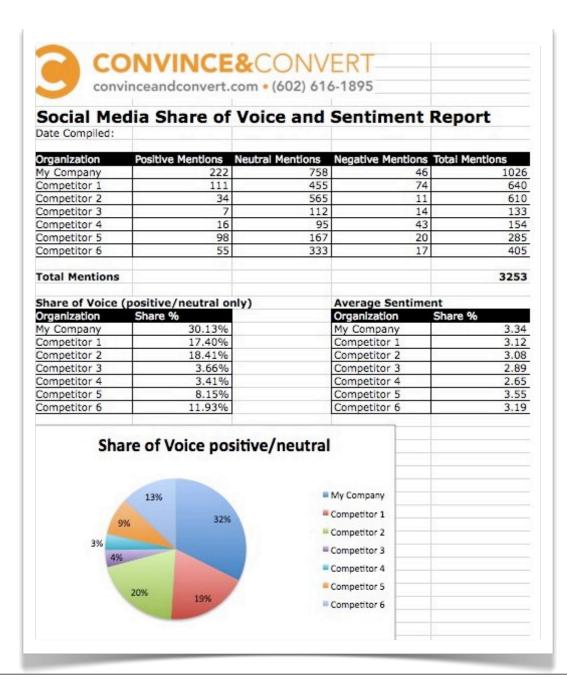


Lots of Chatter - socialmention.com



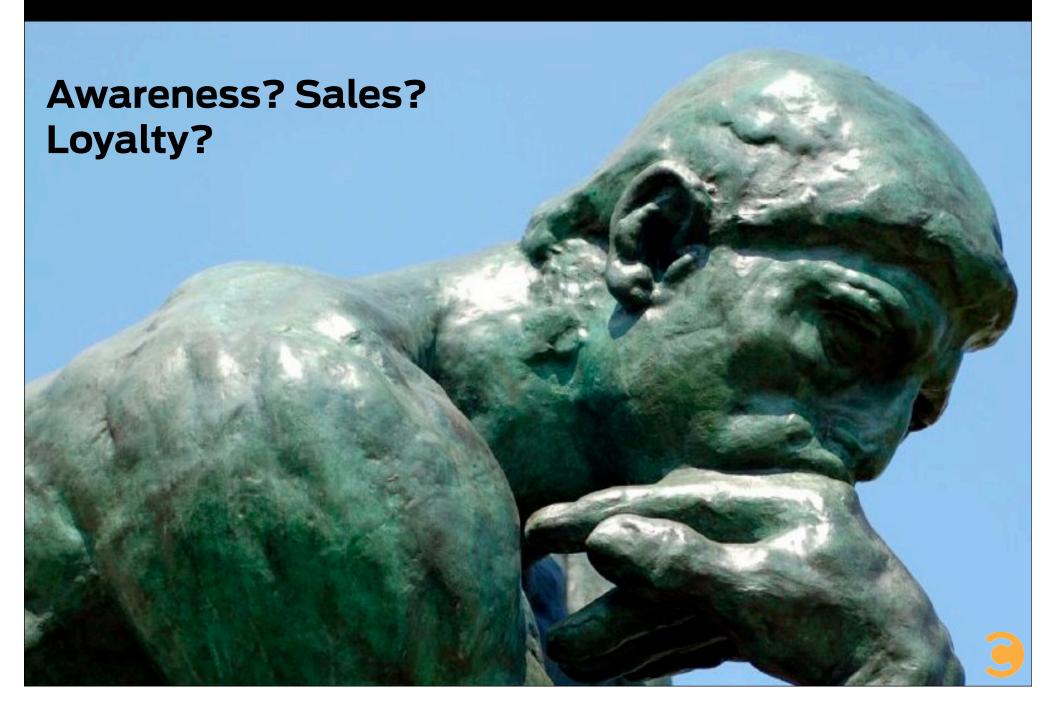


Free Listening Worksheet





3. What's the Point?









Age Gender Geography

Who Are They?





Nothing

Aware, No Action

Single Action Repeat/ Enthusiasts

Advocates





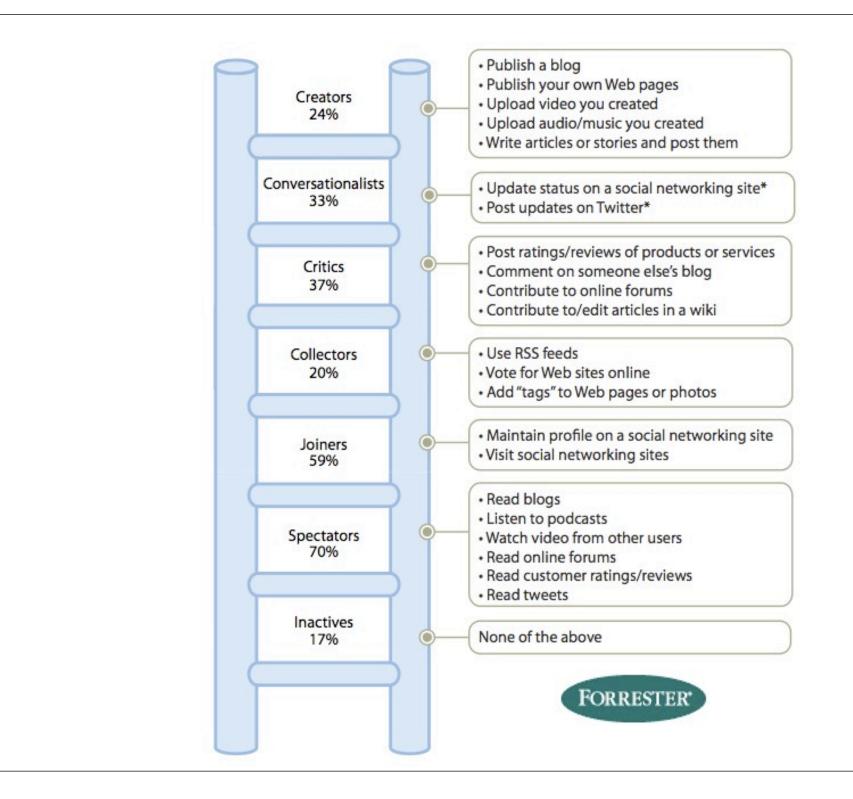
Nothing Aware, No Action Single Repeat/ Enthusiasts Advocates

Pick Up to Two, Adjacent



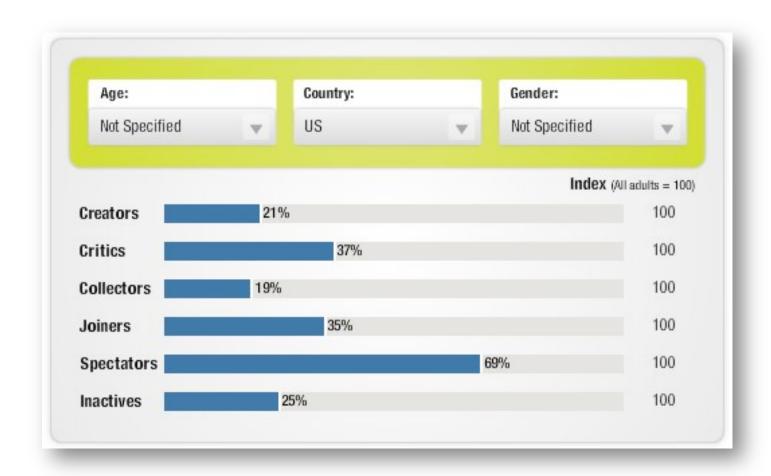
How Do They Use Social Media?







Map Demographics to Social Technographics



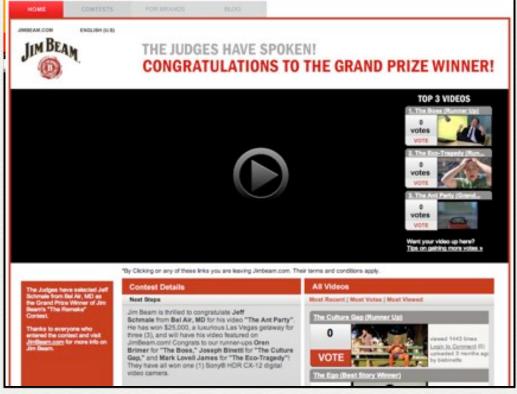




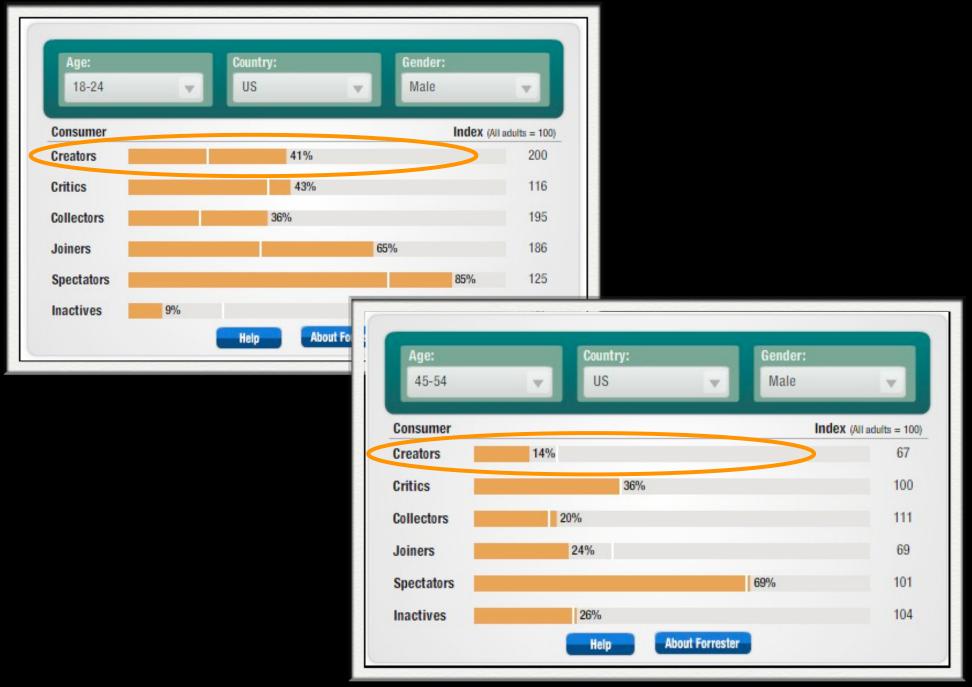


1,961 Entries

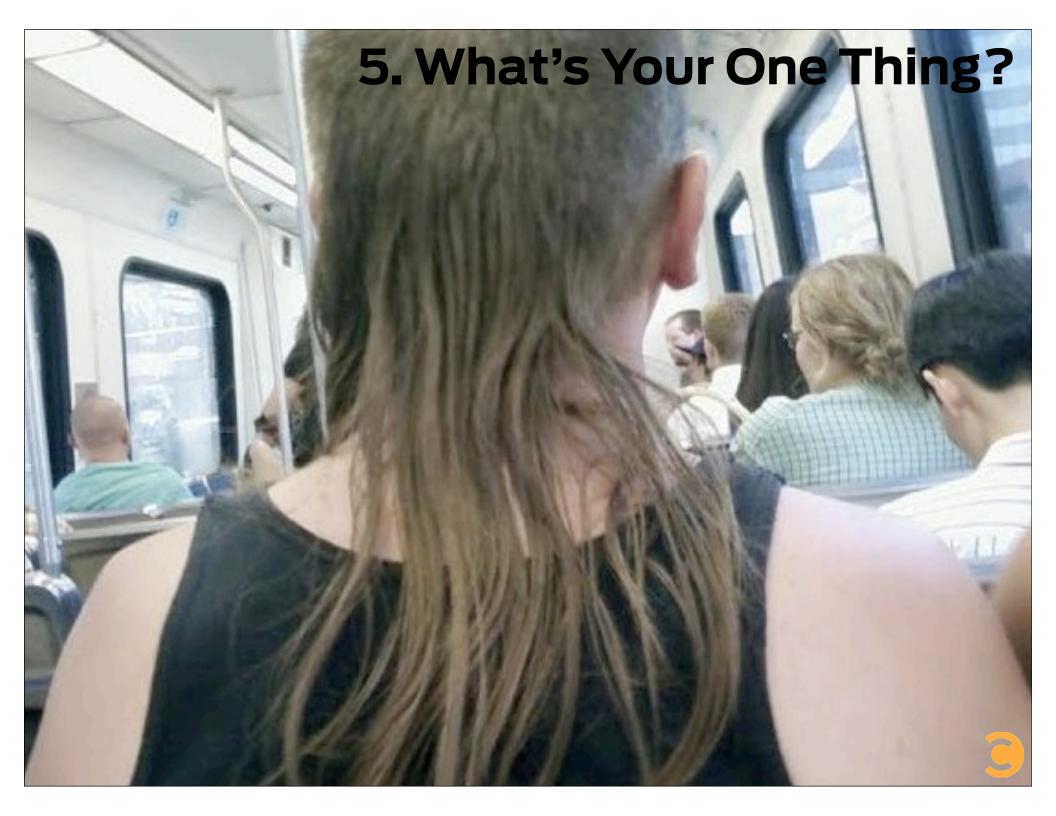








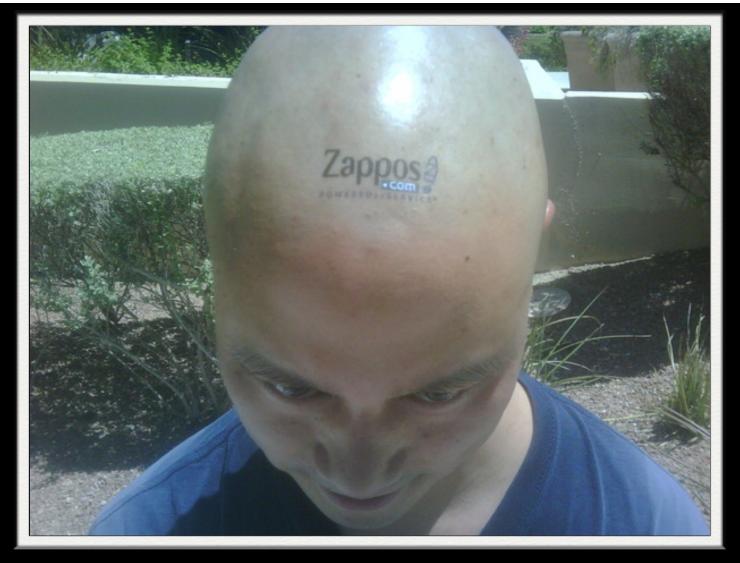




Your carefully crafted brochure copy filled with bullet points about product features and benefits

Does **NOT** Make This Happen...





Passion is the Gasoline of Social Media. Find Your One Thing and Make People Feel It.



It's Not About Ketchup It's About Where Ketchup Comes From



It's Not About Clothes It's About the People That Wear Them







Brand Anthropology

Don't Think - Listen & Watch
Ask Your Customers
Ask Your Agency



Social Media is About People, Not Logos

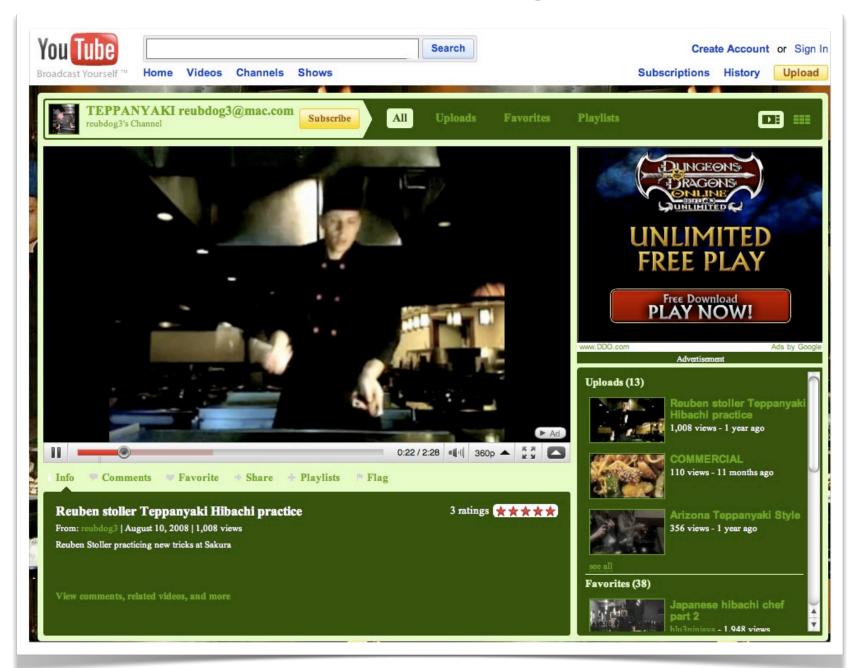




How Will You Be Human?



Sometimes an Employee is the <u>Star</u>





Maybe Everyone Takes a Turn





Maybe Your Customers are the Star





A Star is Born



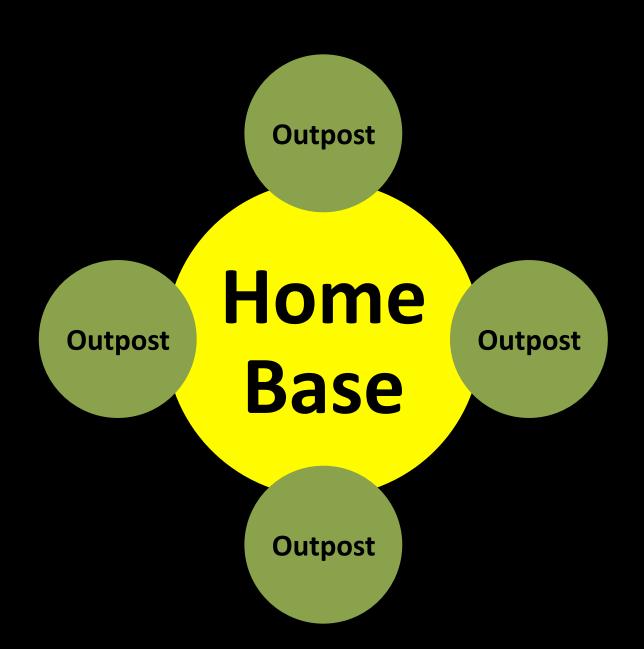




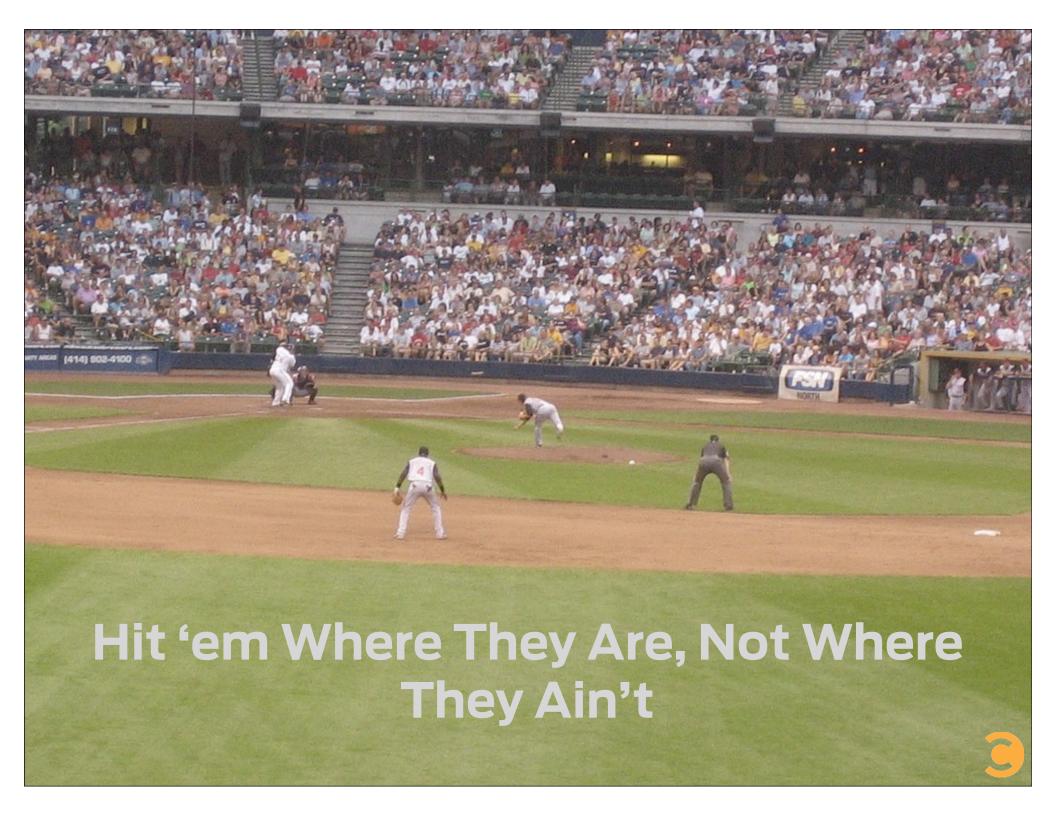
Being Human Works



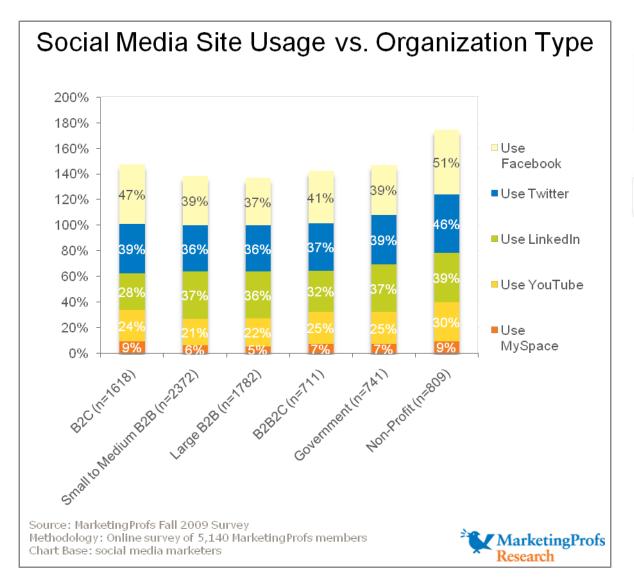
6. Select Outposts







All Companies Are Using the Big 4



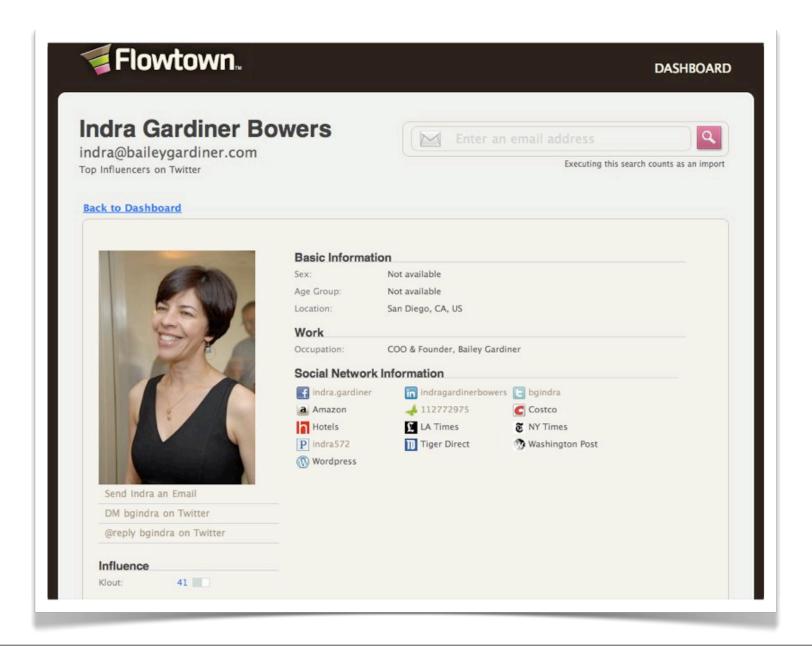




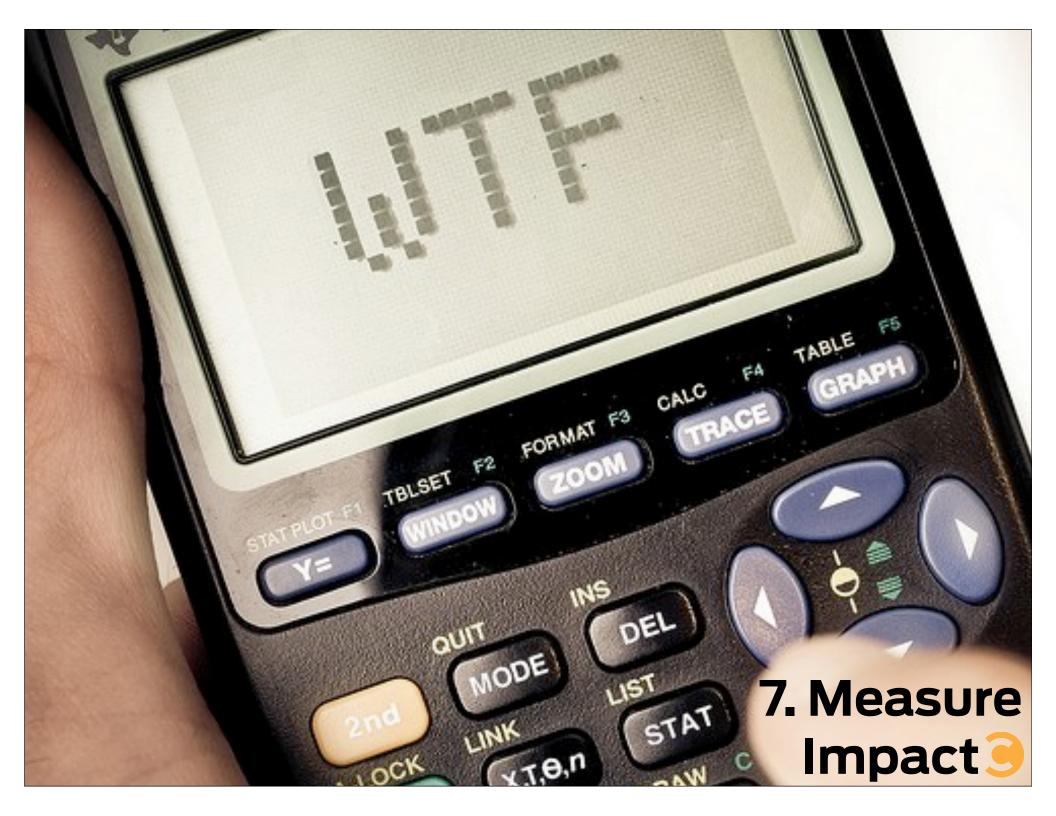




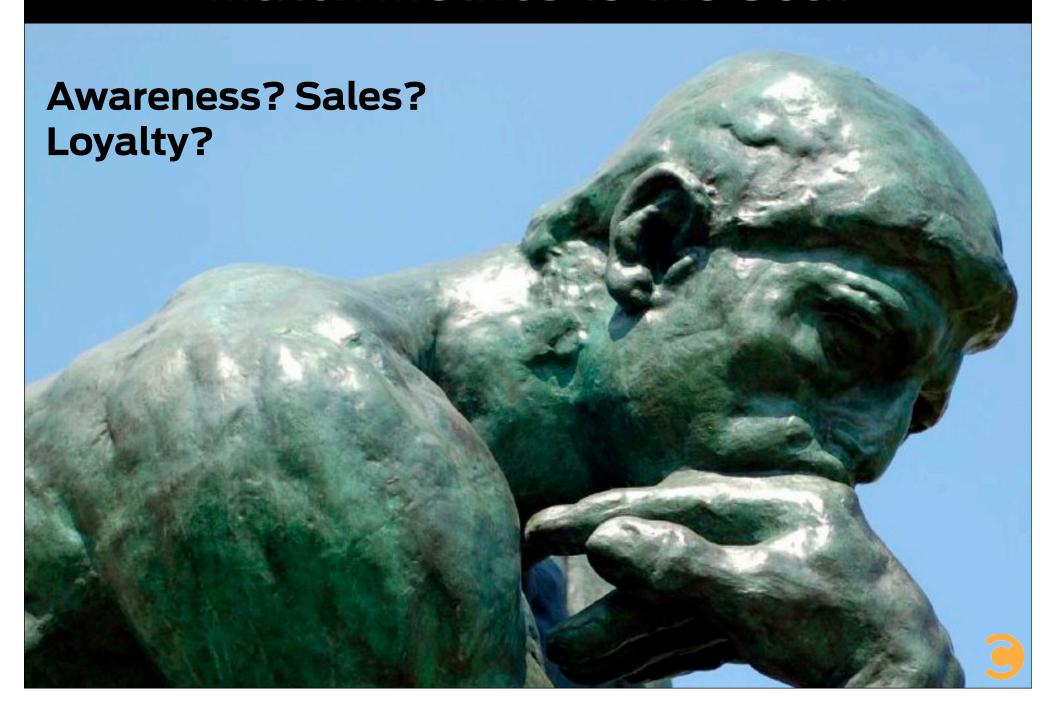
Social Graph Anthropology via Email







Match Metrics to the Goal



Possible Metrics for Awareness

Web Traffic From Outposts
Social Mentions
Share of Voice
Followers, Fans, Friends
Search Volume Trends
Visits From Search

Email Subscriptions



Possible Metrics for Sales

Social Connectivity Among Customers

Social Connectivity Among Leads

Redemption of Social-Only Offers

Sales Funnel Actions by Referrers From Outposts Repeat Visits by Referrers From Outposts



california tortilla Want to try the new burrito before anyone else does? Special Sneak Peek Burrito Party Tonight! The first 75 people who RSVP to mike@bwfcom.com with the Secret password "hotsauce" will get the address.



Possible Metrics for Loyalty

Social Connectivity Among Repeat Buyers

Net Promoter Score, or Similar

Increase in Positive Social Mentions

Increase in Positive Ratings/Reviews

Reduction in Customer Service Touches







Integrate Email with Social

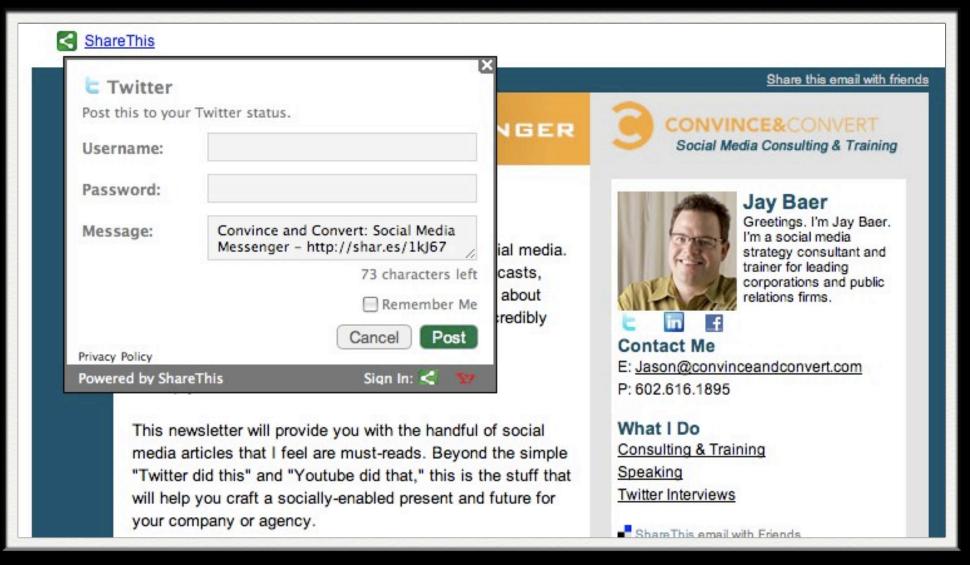


Promoting Social Presence in Email



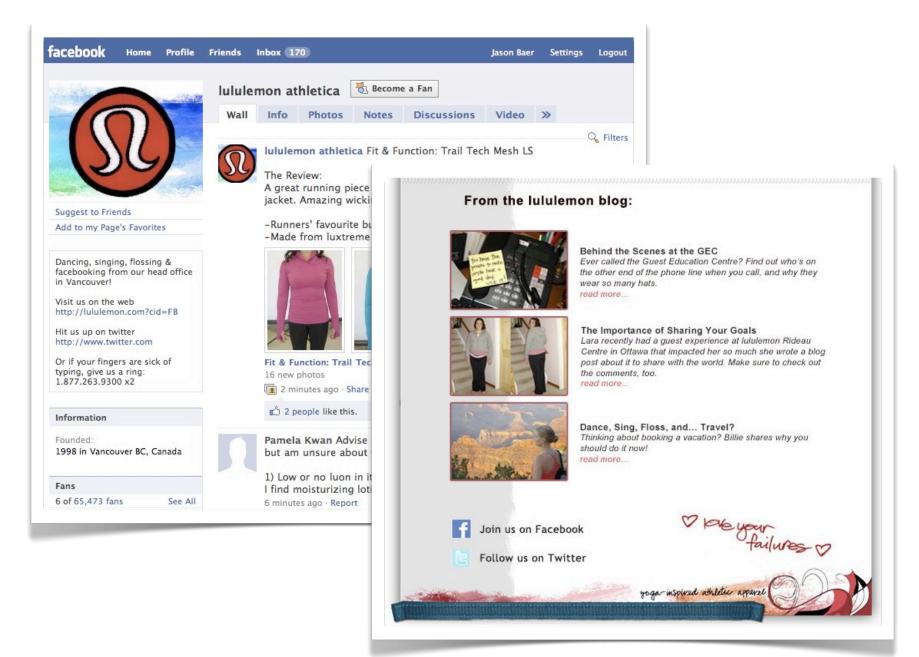


Enable Social Sharing in Email



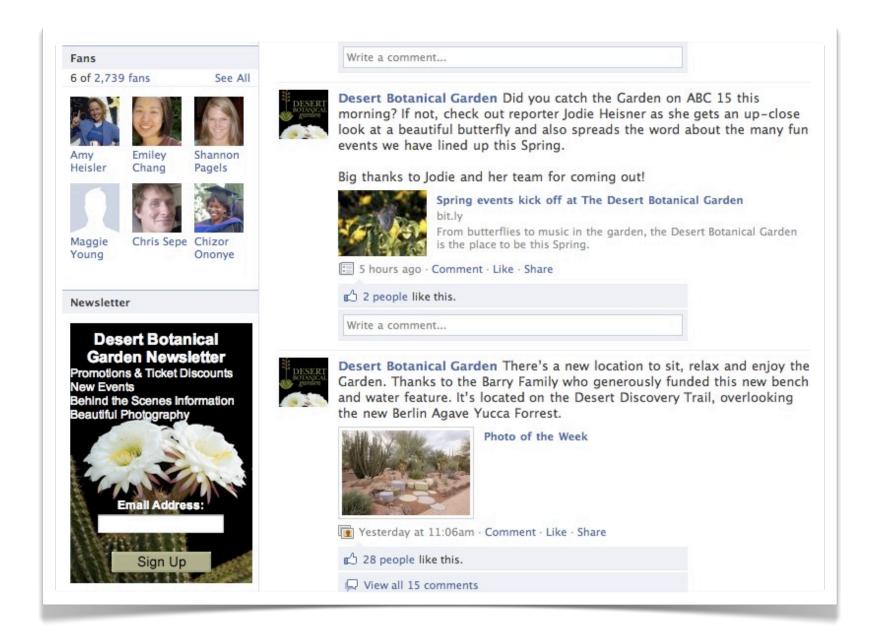


Social and Email Content Integration





Email List Growth via Social





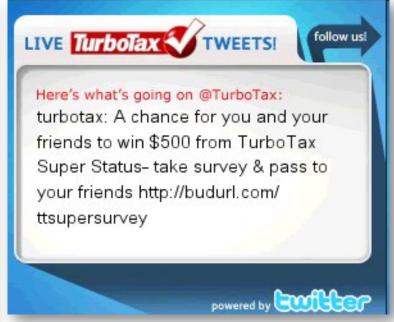
Integrate Advertising with Social





Social and Banner Ads









Social and Outdoor





Social and Print



Every Drink is an Exceptional Experience
IN AN ABSOLUT WORLD

KATE BECKINSALE & ELLEN VON UNWERTH Explore More Exceptional Drinks at FACEBOOK.COM/ABSOLUT





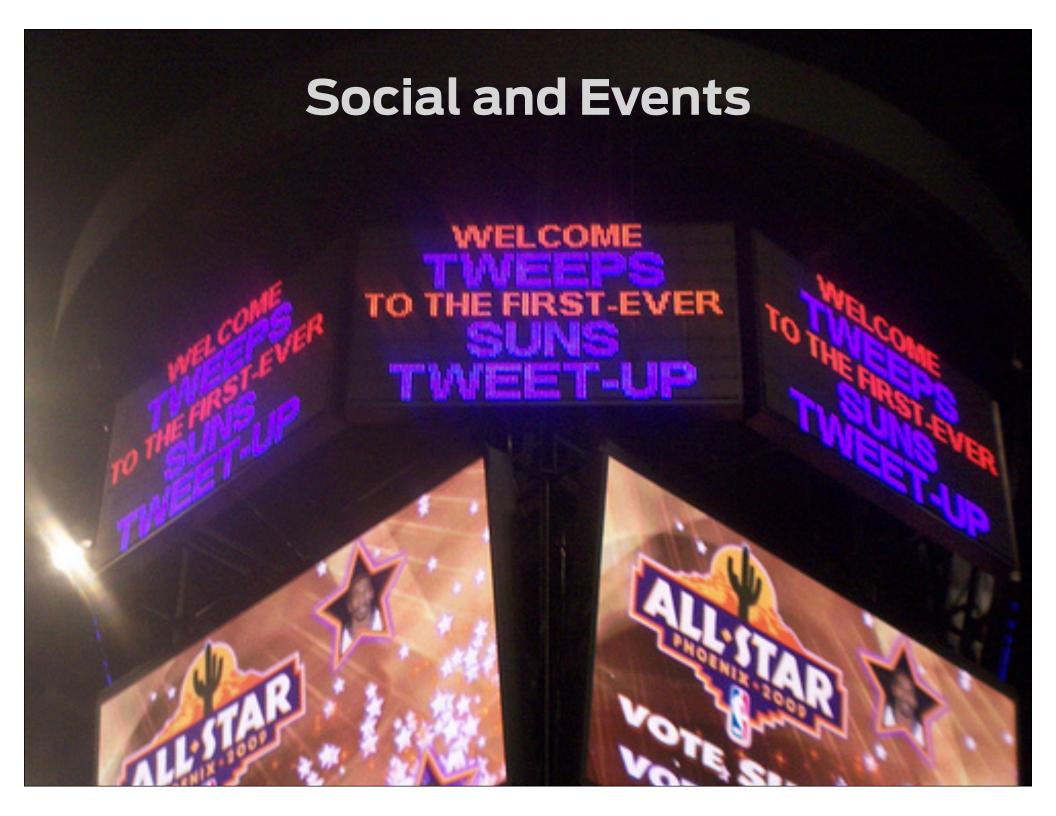


Social Content in Ads

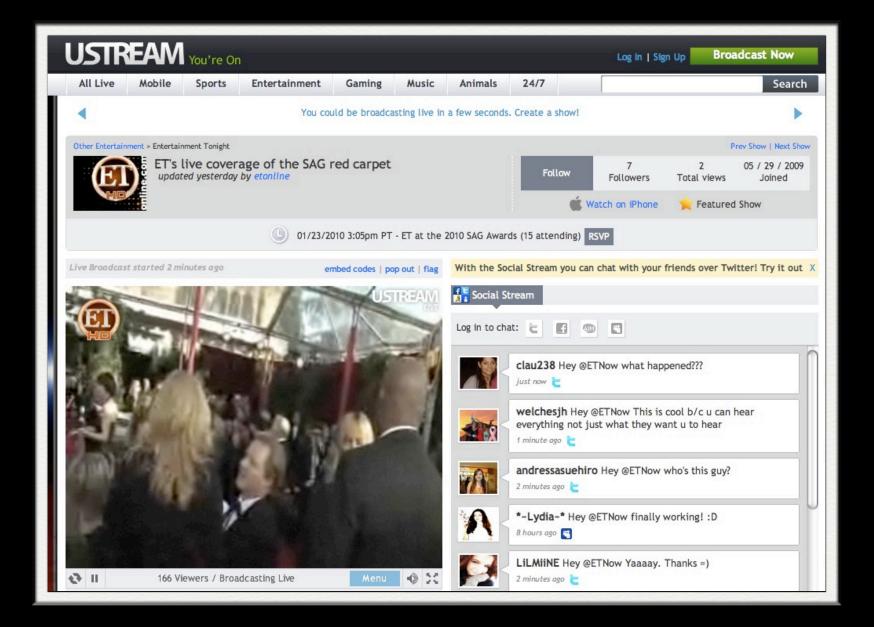


Integrate the Real World with Social





Virtual + Live Events



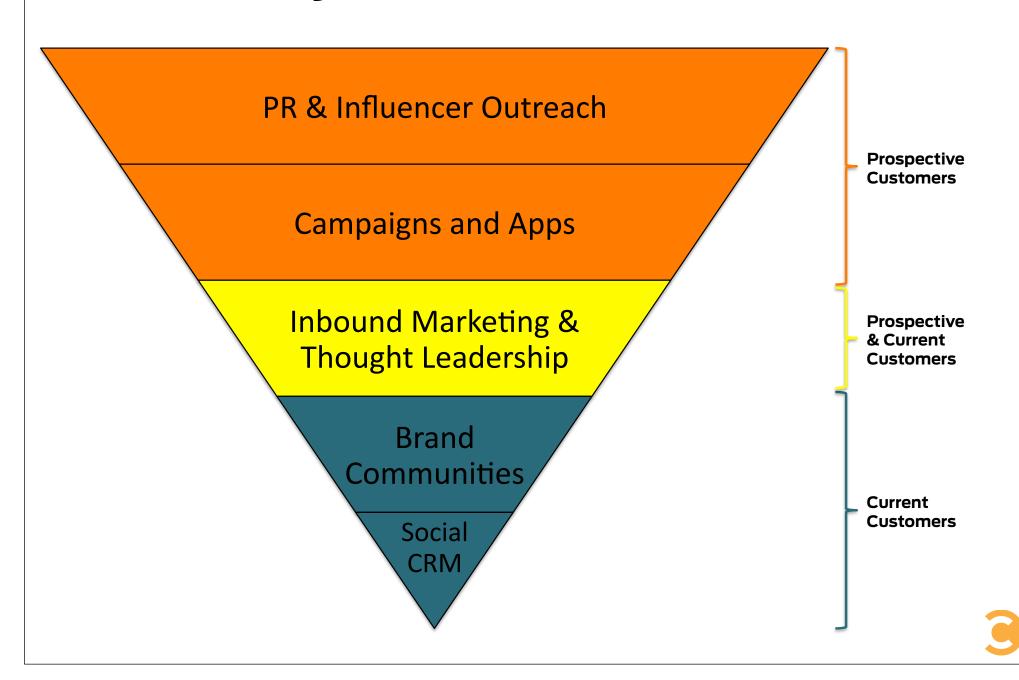


Social in the Wild





5 Ways to Use Social Media





Death of the Intermediary

Company

Message

Media

Consumers



The Good News



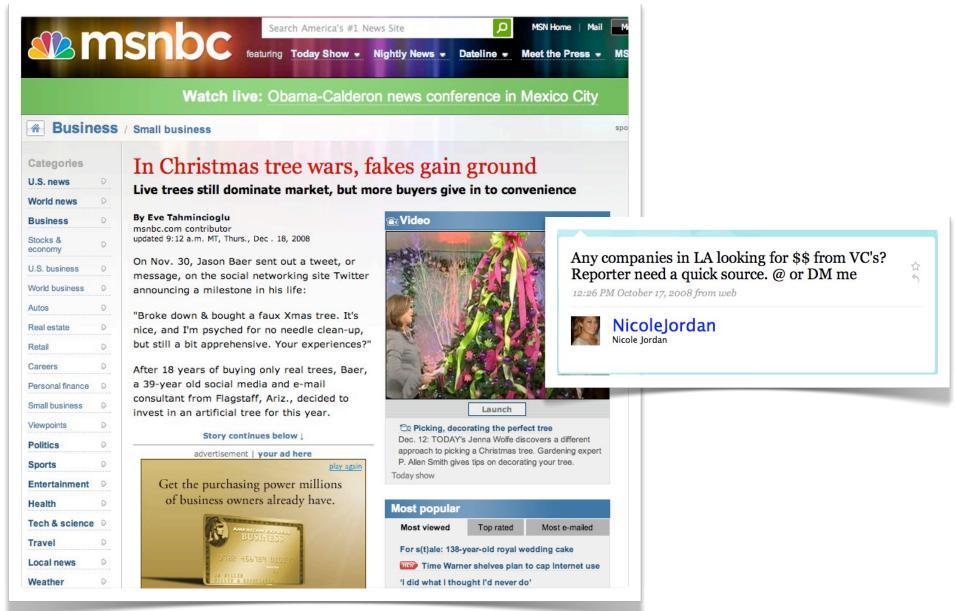
Every Customer is a Reporter

Gate-Keepers Are Less Relevant

Photo: jack.mclintock



Crowd-Sourced Journalism





4 Differences Between Bloggers & Reporters

Bloggers Are Self-Made
Bloggers Are Time Starved
Bloggers Want to Co-Create Content
Bloggers Need Traffic & Influence





Flagstaff, Arizona Louie the Lumberjack makes sportcenter.com's list of 10 Scariest College Mascots.



NAU's Louie Makes Sportcenter's "Scariest Mascots" List « NAU Football

naufootballblog.com

Let's admit it, sometimes college mascots can be a little scary looking. They usually have over-sized heads or their faces sport strange looks that are intended to make the mascot appear menacing or tough.

4 hours ago . Comment . Like . Share

37 people like this.

View all 13 comments



Katie Lee That was my first thought when they displayed the new lumberjack logo!! 2 hours ago · Report



Nikki Baldwin Thanks for posting the link Kurtis - I just got back to this discussion and noticed Michael's request - glad the link got posted faster than that! 47 minutes ago · Report

Write a comment



Flagstaff, Arizona Flagapalooza, March 20 at The Green Room, Proceeds benefit Riordan Action Network, help save Riordan Mansion. Featuring The Knockabouts, Aly Jay, Gravy, Nolan McKelvey, Dave McGraw & Crow Wing and Whiskey Rodeo!

Flagapalooza

www.flagapalooza.com

Flagapalooza is the new Flagstaff local music festival. Come to Flagstaff to see flagapalooza and experience the finest local music flagstaff has to

4 hours ago · Comment · Like · Share

9 people like this.



Trent Lowery i might be able to make it

4 hours ago · Report



Ashley Fogleman I'd probably come if it wasn't during spring

4 hours ago · Report



Damon Circosta Nolie the goalie is involved? Sounds awesome!

4 hours ago · Report

Write a comment.



Flagstaff, Arizona



www.newwest.net

It's called Diablo Burger. It is associated with (but operated independently from) the Diablo Trust, a collaborative nonprofit

Use Your Social Graph to Build Theirs





Go Beyond the Words

About & Contact



Flagstaff Convention & Visitors Bureau

Social Media Release

Download Logo



Flagstaff Establishes a Train Horn Quiet Zone

03.04.2010 – FLAGSTAFF, AZ - On March 2, City of Flagstaff officials joined members of the community to celebrate the establishment of the long awaited train horn Quiet Zone throughout Flagstaff and to commemorate the sounding of the "Last Train Horn."

"This is a long-awaited and historic moment for our community," said City Manager Kevin Burke. "We are pleased that the citizens who have an interest or played a role in the creation of the quiet zone were able to join us to recognize the years of work that have lead up to this day and celebrate a quiet, but safe, Flagstaff."

Train horn changes in Flagstaff include: Wayside Horns at the Fanning and Steves intersections and Quiet Zones with gates, lights and signage at the Enterprise, San Francisco and Beaver Street intersections.

Following approvals from the Arizona Corporation Commission, the Federal Railroad Administration and Burlington Northern Santa Fe Railroad, the City's contractor, Vastco, has been working on completing the project since January.

Because of the critical importance of safety, City staff met with BNSF to adopt the Operation Lifesaver Program. On January 19, a dozen people were trained to help educate the community about railroad safety, around the message: "The horns are gone – but the trains aren't: Look Listen Live."

Twitter Pitch

Flagstaff Establishes a Train Horn Quiet Zone

Tweet It!



News Facts

- Flagstaff establishes train horn Quiet
 Zone
- Wayside Horns at the Fanning and Steves intersections
- Quiet Zones with gates, lights and signage at the Enterprise, San Francisco and Beaver Street intersections
- The City's contractor, Vastco, has been working on completing the project since January
- Operation Lifesaver Program. "The horns are gone – but the trains aren't: Look Listen Live"

Resource Links

City of Flagstaff

Flagstaff Convention & Visitors Bureau

Tags

Flagstaff is now officially a "Quiet Zone"

1 2 3 4

Keyword Search

Explore more socialized PR content

Co

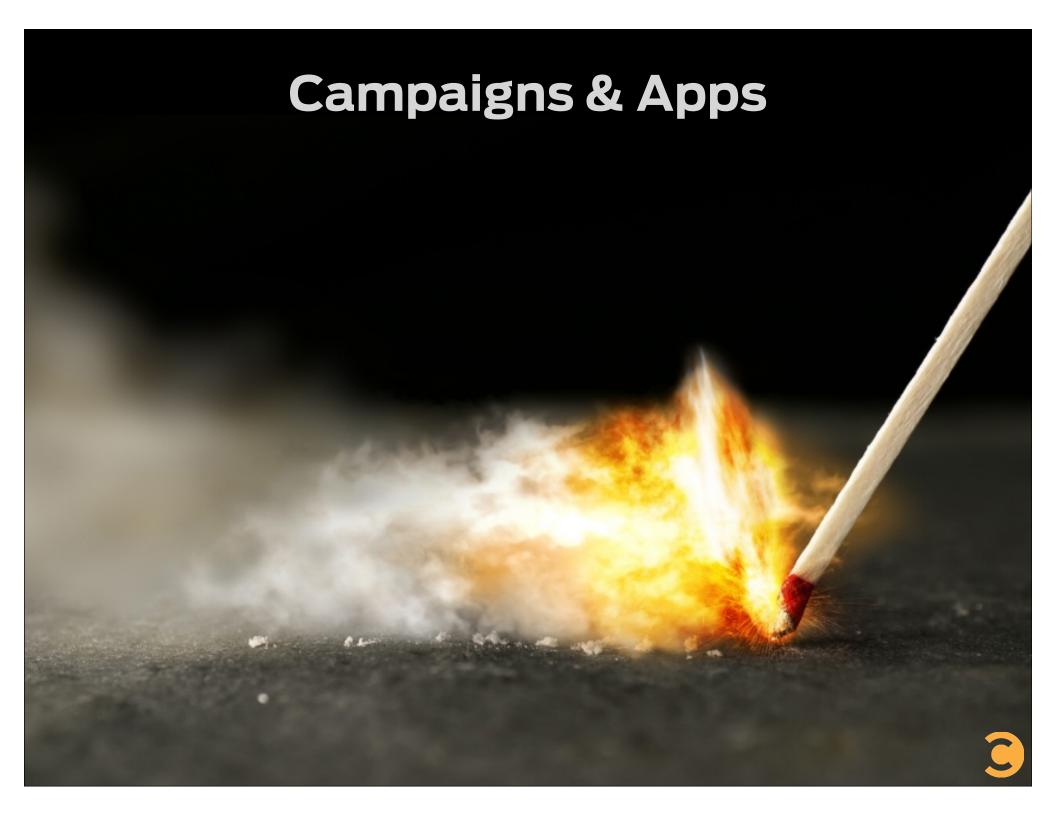
Share this Social Media Release

Share via: 🔐 🗊 🖂 😭 🕄 in 🚼 🗊 🔁 🔄 🔽

Short URL: http://pitch.pe/50175







It's Not Viral Until It Is





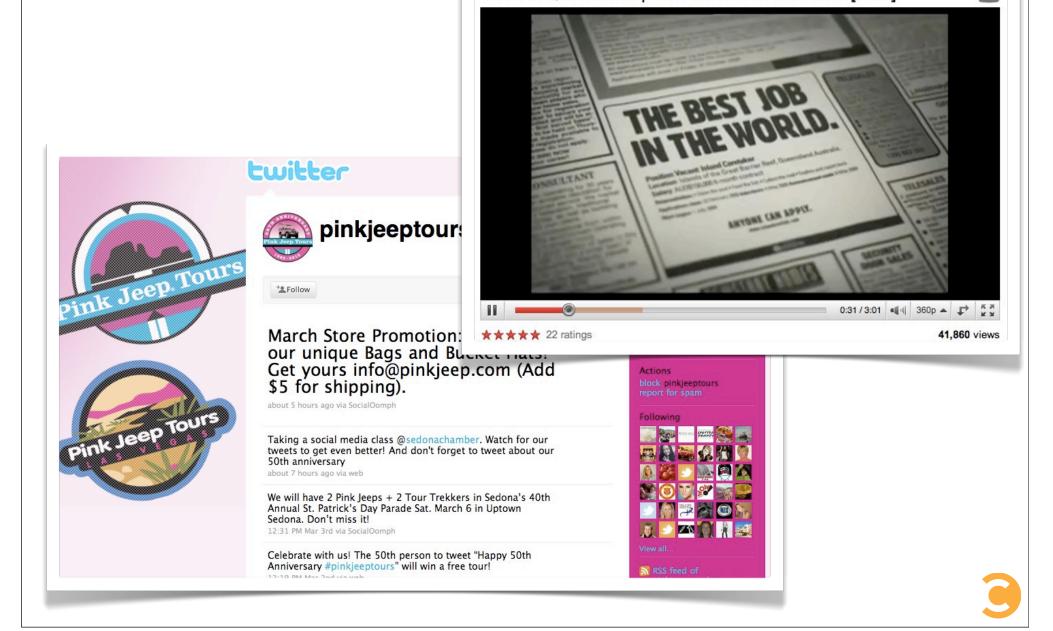
Don't Reinvent the Wheel, Modernize





Socialize Contests

Tourism Queensland | The Best Job In The World [case]



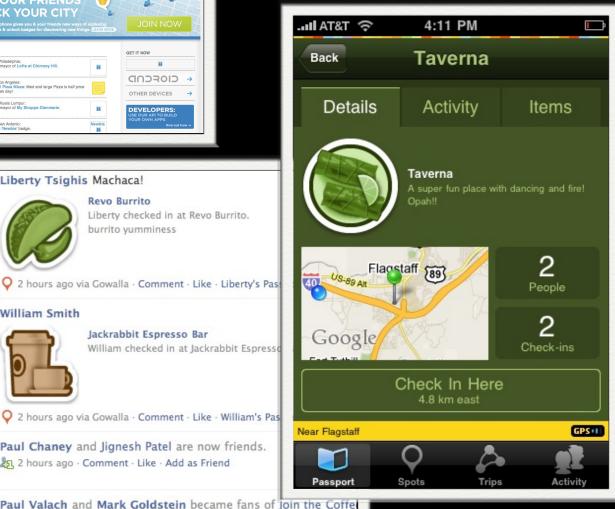
Geo-Based Apps

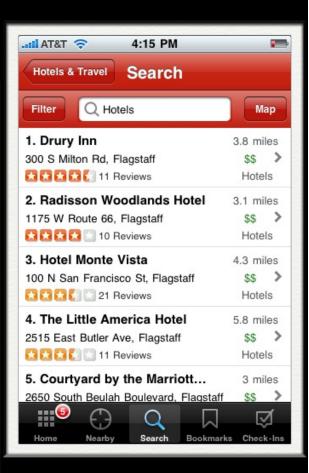




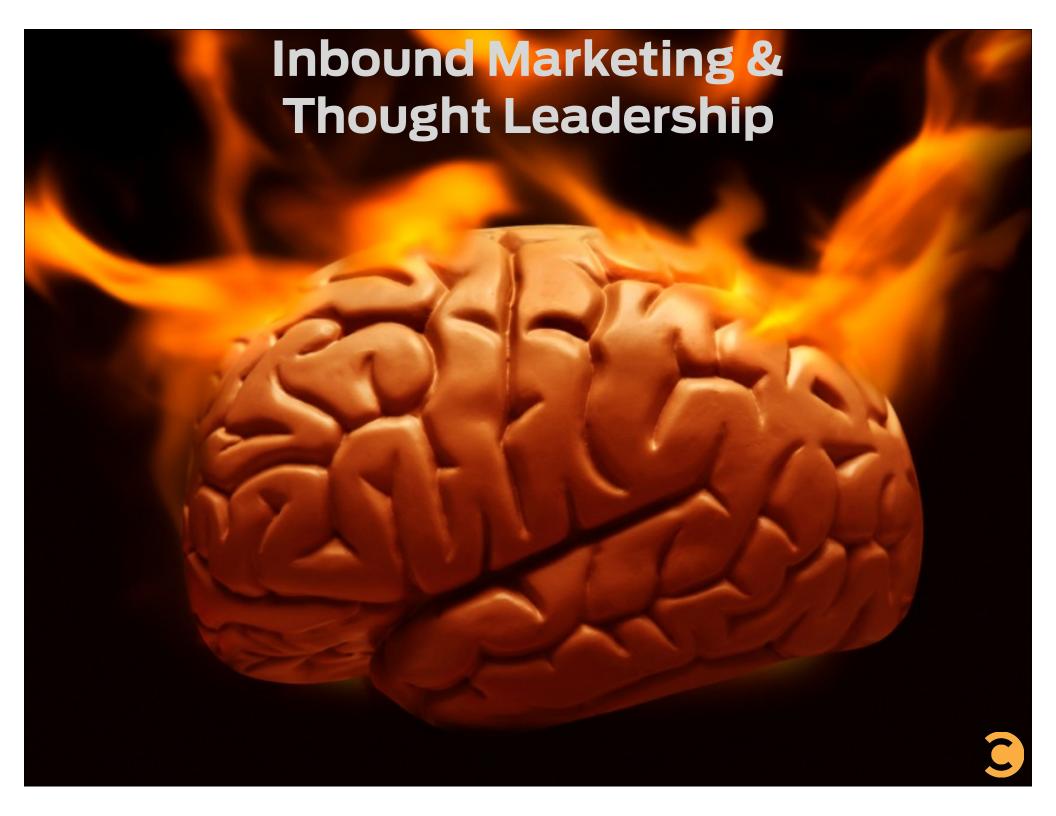
Party Movement.

📆 2 hours ago - Become a Fan









Inbound Marketing Success

Components of Inbound Marketing

Content

Blogs, Videos, White Papers, Ebooks

SEO

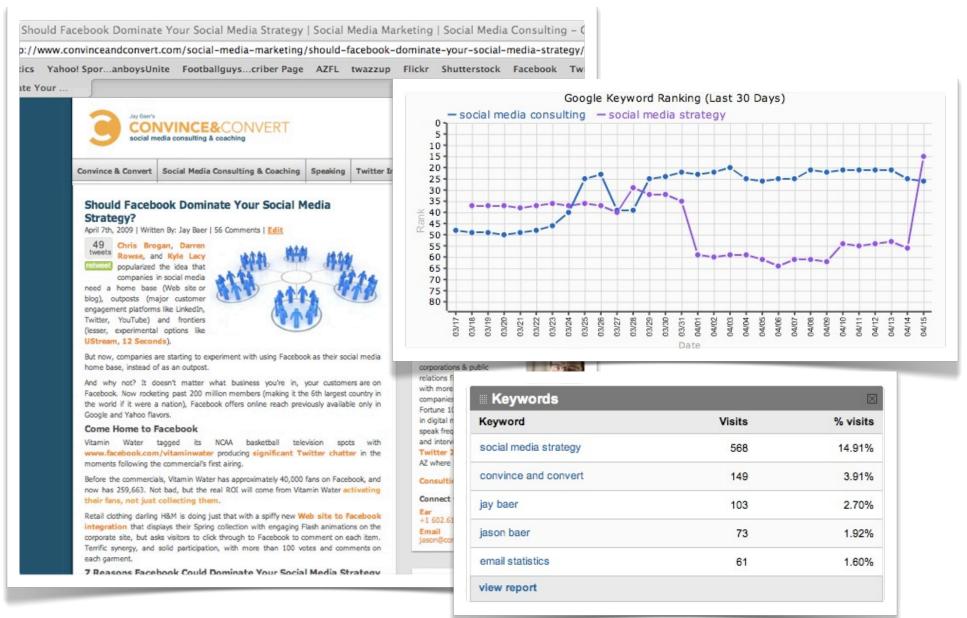
On-page, off-page, linkbuilding, keyword analysis Social Media

Twitter, LinkedIn, Facebook, Forums, Blogs



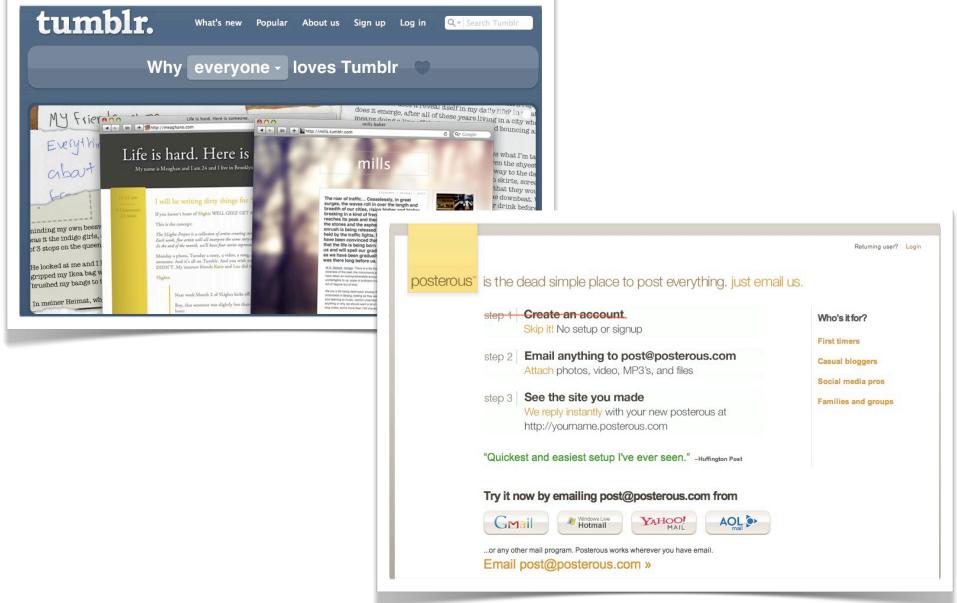


Blogging Works



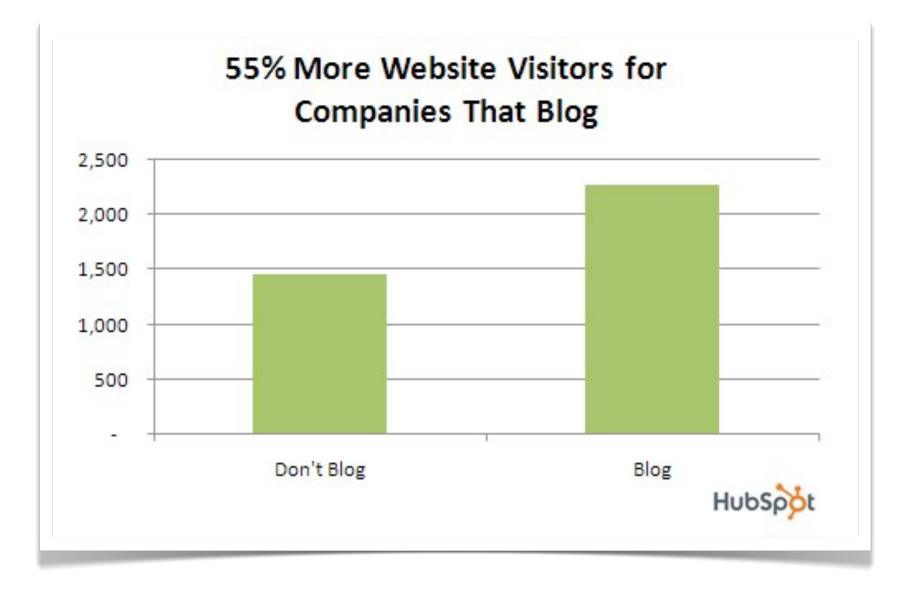


Micro-Blogging



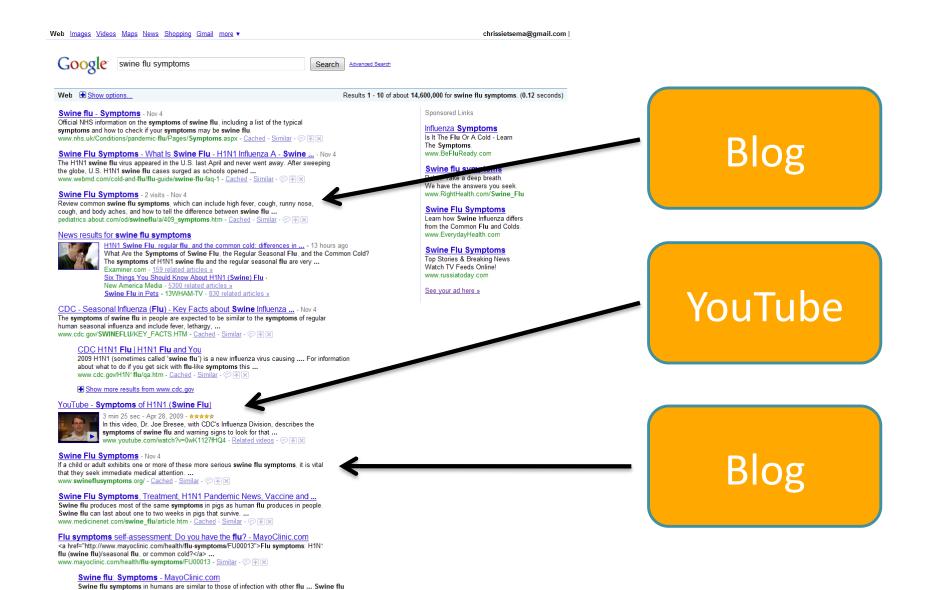


Content = Traffic





Stuffing the Search Engine Results



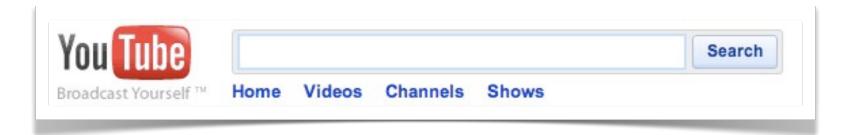
symptoms develop three to five days after you're exposed to the ...

■ Show more results from www.mayoclinic.com

www.mayoclinic.com/.../swine-flu/.../DSECTION=symptoms - Cached - Similar - P A



Searches Commencing on Social Destinations





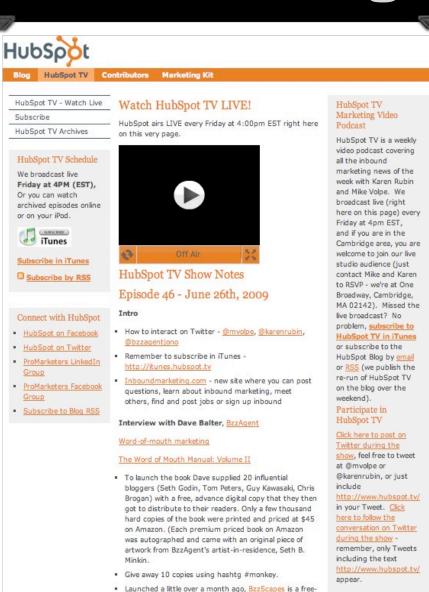








Content Isn't King. Optimized Content is King.



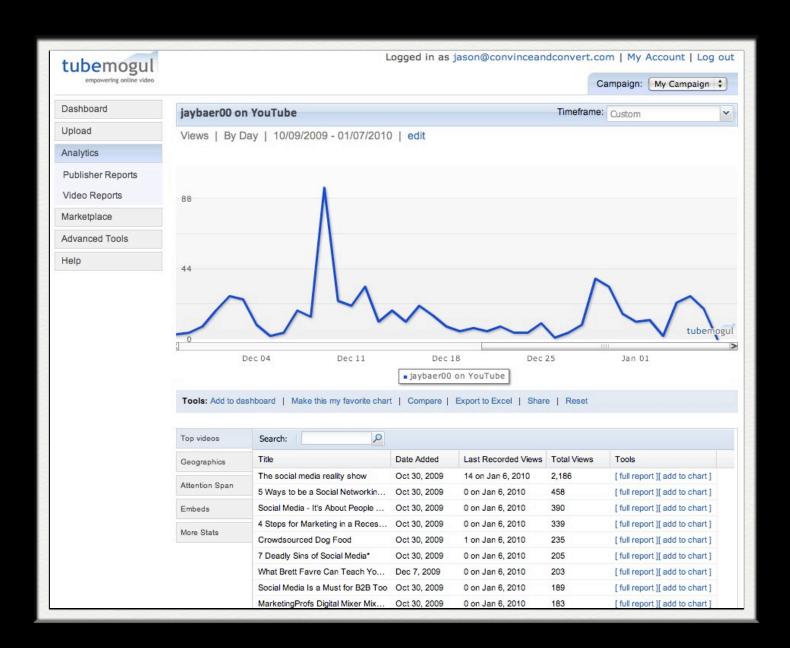


Annotation





Video Syndication & Reporting





Video Cross-Pollination







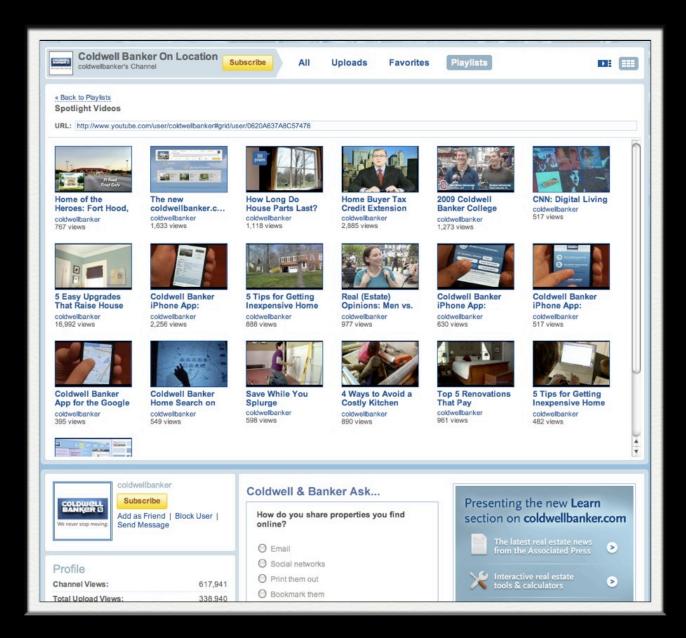


Micro/Mobile Video





Think Helpful



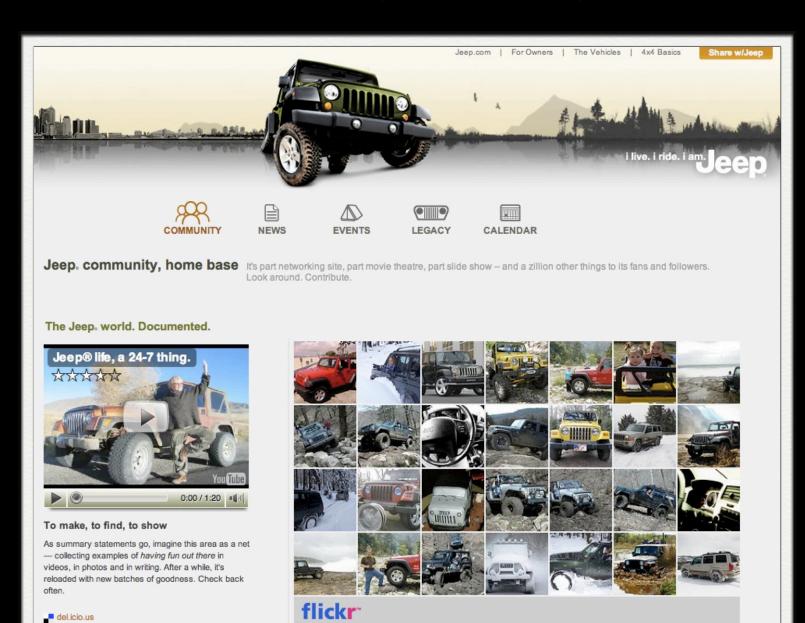


Podcasting



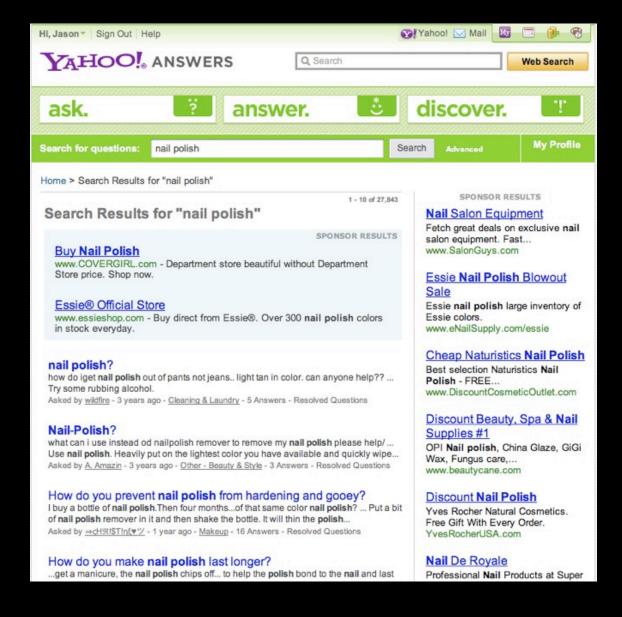


Flickr (photos)





Yahoo! Answers





Think Like Your Customer, Tell Stories

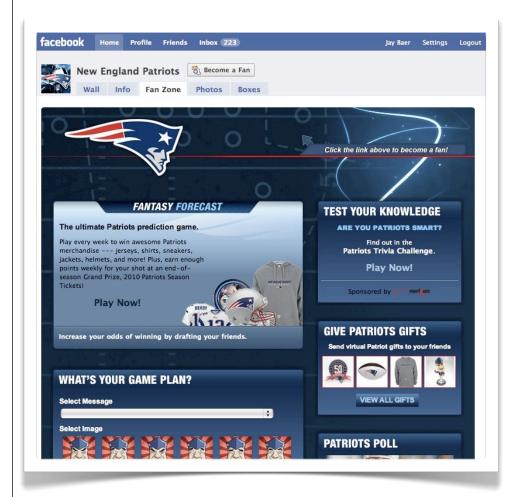


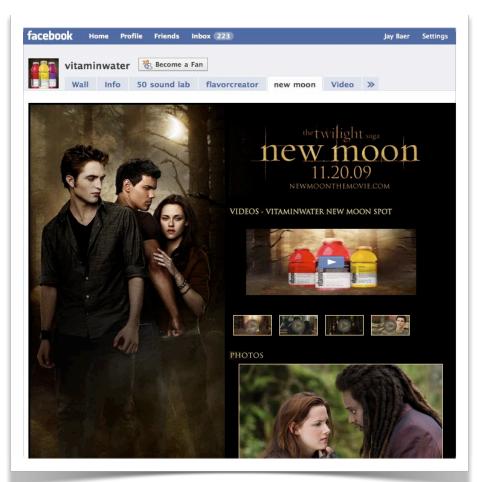
Brand Communities





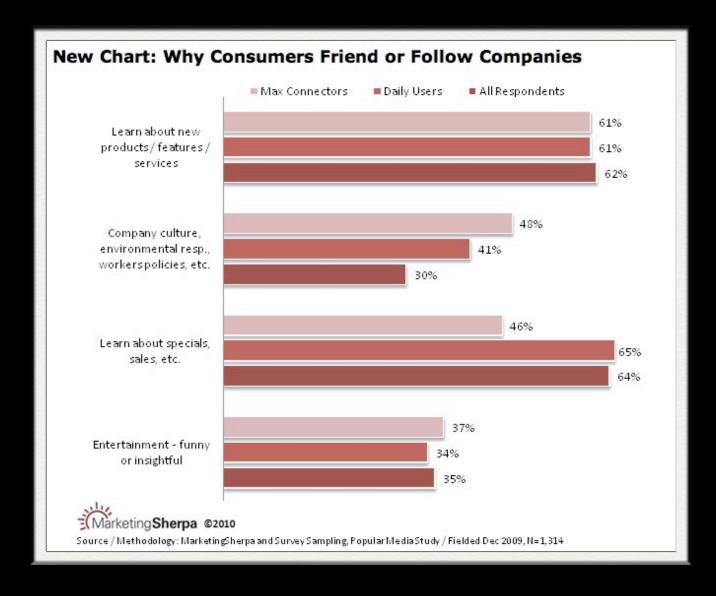
Is Facebook Your Home Base?







Create a Rationale



Consumers
"Fan" Only 2
New Pages/
Month on
Facebook



Ask for Feedback





It's About Them, Not You





Facebook Success Tips

Get a URL

Have a Plan

Map Conversions (set landing page)

Create Consistent Content (3x/day)

Targeted Content

Ask Questions (4/1000 in news feed)

Mix Content Types (wall posts not very important)

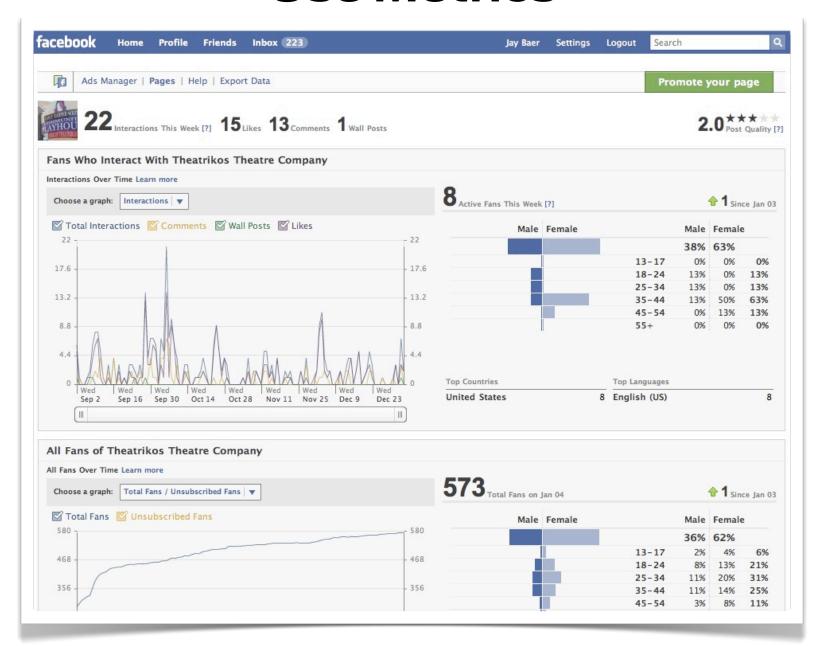


Smart Landing Pages





Use Metrics

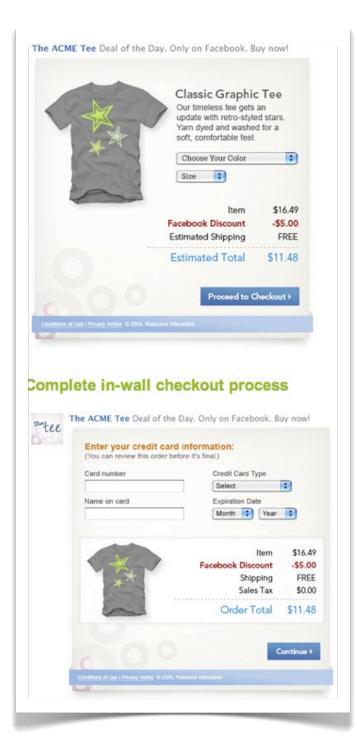




Facebook Ads

	n Facebook	(C	•	
Get started in i	three easy steps.	Copy an existing ad	•	
1. Design Yo	our Ad			
Destination U	RL. Example: http:	//www.yourwebsite.com/.		Facebook Ads
http:// 💠			Example Ad	Advertise your own web page or something on Facebook like a Page, Event, or Application.
I want to advertise something I have on Facebook.			This is a sample ad.	Image
Title 25 charac	ters left.			Image will be resized to fit in a 110x80px box.
Body Text 135	characters left.			Approval Process Ads are reviewed to ensure that they meet our content guidelines. We recommend reviewing: Suggested best practices Common Reasons for rejection
Image (optional) Choose File no file selected				More Help Design Your Ad FAQ
Location:	United States ×			Targeting By default, Facebook targets all users 18 and older in the default location. You can change any targeting specifications you wish.
	Everywhere By State/Province			
	O By City			
	O By City			Location Facebook Ads uses IP address and
Age:	18 🗘 -			
-	18 💠 –	ple on their birthdays		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords
Birthday: Sex:	Target peo	pple on their birthdays emale		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook
Birthday: Sex:	18 💠 –	pple on their birthdays emale		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio
Birthday: Sex: Keywords:	Target peo Male French Enter a keyw	pple on their birthdays emale vord		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook profiles, such as Activities, Favorite Books, TV Shows, Movies, etc. Connections
Age: Birthday: Sex: Keywords: Education:	18 \$ - Carrier -	ople on their birthdays emale vord		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook profiles, such as Activities, Favoriti Books, TV Shows, Movies, etc. Connections Connections are users who have become a fan of your Facebook
Birthday: Sex: Keywords:	Target peo Male French Enter a keyw	pple on their birthdays emale vord		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook profiles, such as Activities, Favorite Books, TV Shows, Movies, etc. Connections Connections are users who have become a fan of your Facebook Page, a member of your Group, RSVP'd to your Event or authorized
Birthday: Sex: Keywords:	Target peo Male F Enter a keyw O All College Gr In College In High Sci	pple on their birthdays emale vord	vorkplace	Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook profiles, such as Activities, Favorite Books, TV Shows, Movies, etc. Connections Connections are users who have become a fan of your Facebook Page, a member of your Group, RSVP'd to your Event or authorized your Application. More Help
Birthday: Sex: Keywords: Education:	Target peo Male F Enter a keyw All College Gr In College In High Scl	emale vord		Facebook Ads uses IP address and a user's profile information to determine a user's location. Keywords Keywords are based on informatio users list in their Facebook profiles, such as Activities, Favorite Books, TV Shows, Movies, etc. Connections Connections are users who have become a fan of your Facebook Page, a member of your Group, RSVP'd to your Event or authorized your Application.





Facebook E-commerce



Use Fanbox







Customer Service Evolves









The New Help Line







6 Keys to Social CRM Success

Listening Protocol

Response Matrix (who, when, what)

8x1 Rule

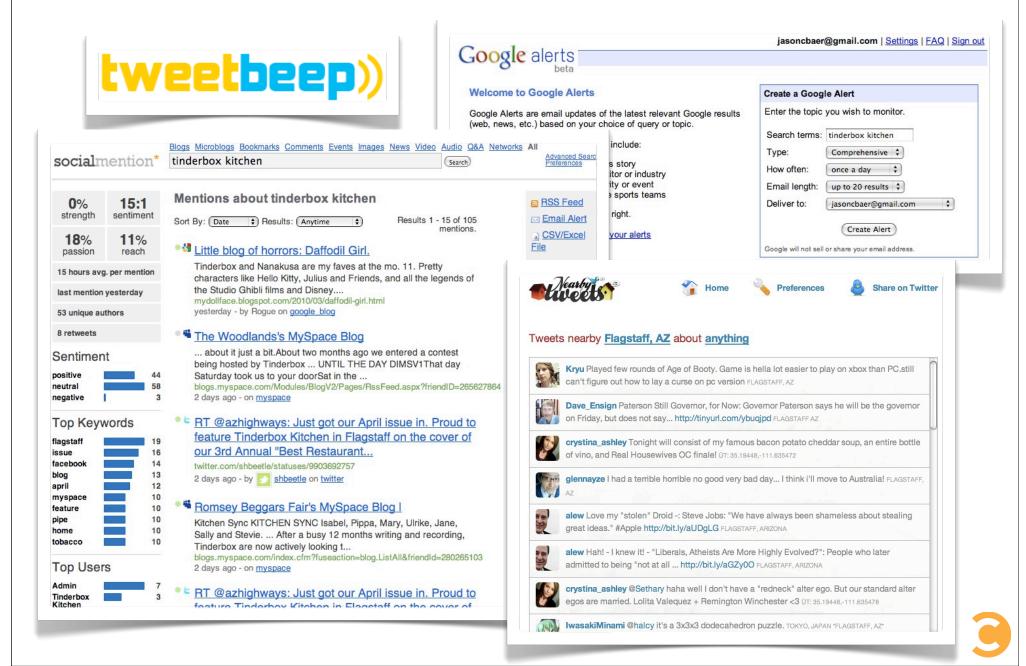
Setting Expectations

Crisis Plan (who, how)

Organizing the Fire Hose



Listening & Reacting

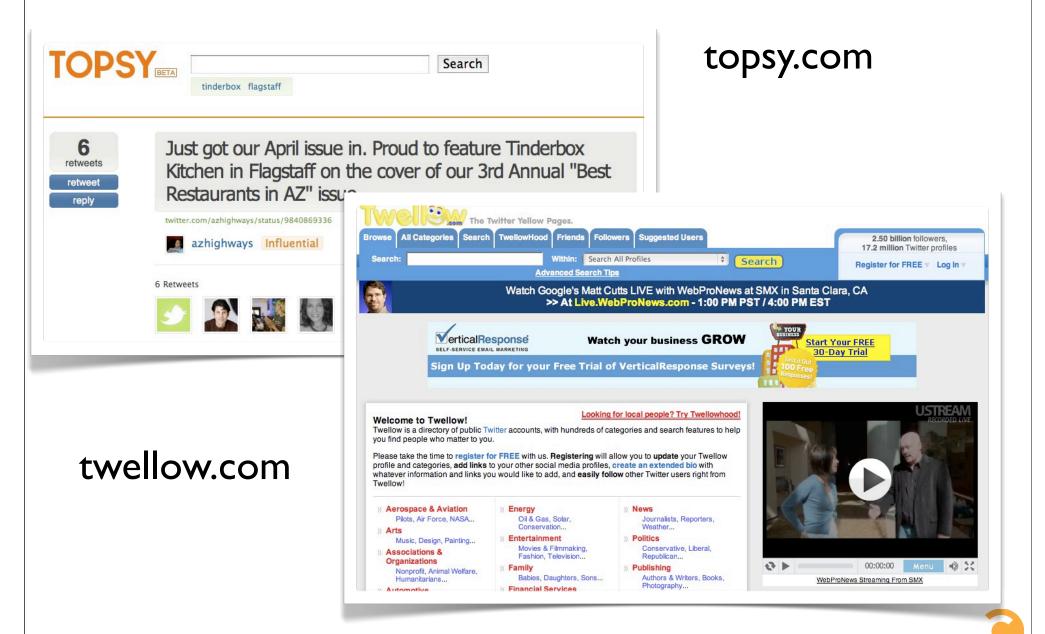


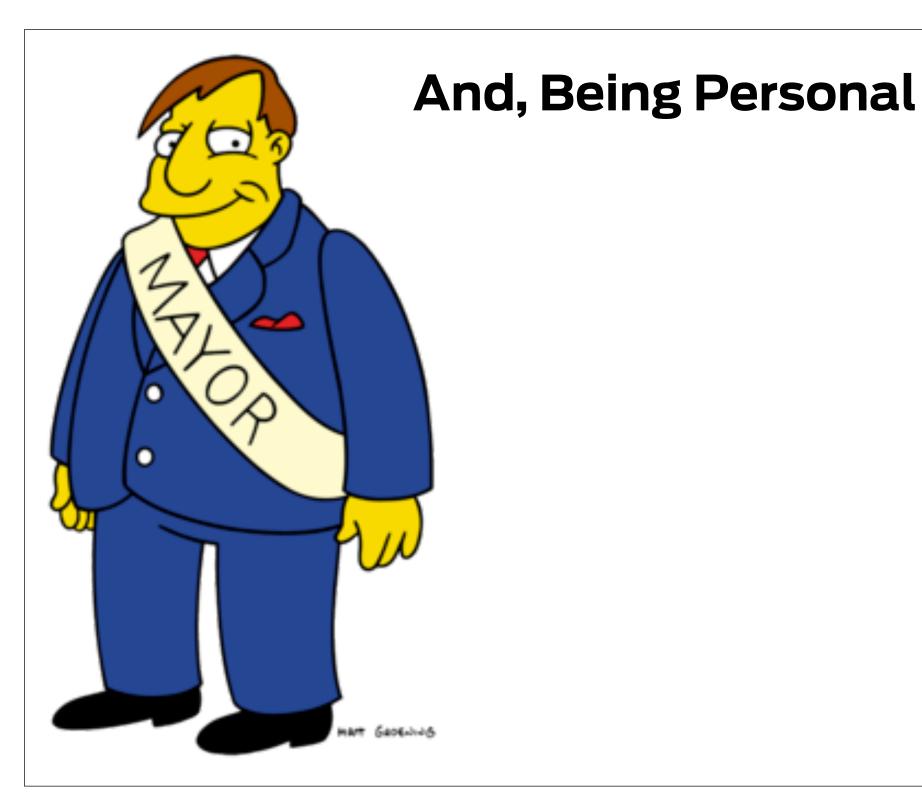
Pro Twitter Clients



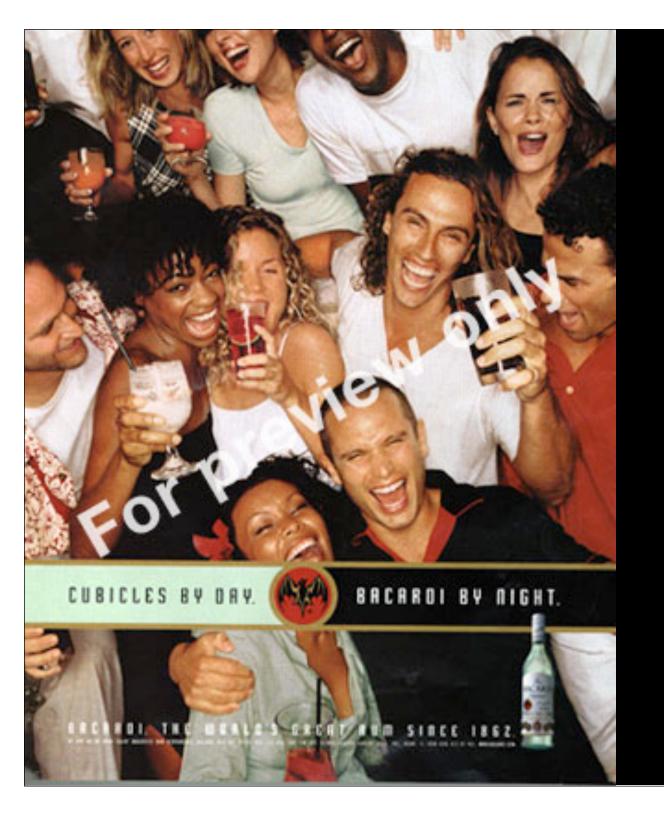


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